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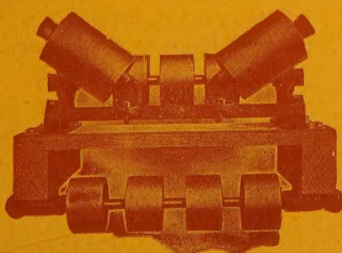
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Directory of the Grain Trade

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Hastings & Co., grain brokers.
Independent Grain Co., grain commission.
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McCullough Grain Co., grain commission.*
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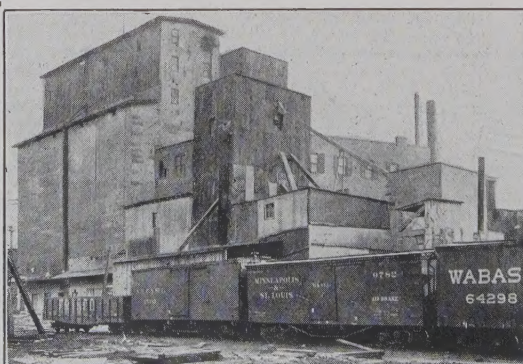
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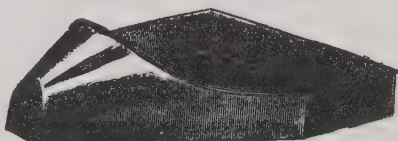
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708 Chamber of Commerce Boston, Mass.

Put Your Namewhere everyone identified
with the grain trade will
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal

OF CHICAGO

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"If you want a broker for New England for the sale of Corn, Oats and Mill Feed, please write me. My business is strictly brokerage, I do not buy or sell for my own account. Refer to C. L. Dougherty & Co. of Chicago, Ill., Smith, Hippen Co. of Pekin, Ill., J. M. Quinn, Peoria, Ill., and Annan Burg & Co., St. Louis, Mo., all of whom I have represented in New England for year "

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reduced to bushels by Clark's
Decimal Grain Values, which
also shows the value of any
number of pounds in dollars
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This book is 12x12, contains 225 pages and has room to record 7,425 loads in duplicate. Each page has duplicate printing for column heads of Gross, Tare and Net weights and the page is perforated down the middle from top to bottom, so that half of it folds back on the inside half, bringing the duplicate printing on half of the page over the printing on the under half, so that when a carbon paper is inserted between the leaves formed by folding back the page, an exact duplicate is made of the original entry.

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255 La Salle St., CHICAGO, ILL.

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 that our sales can't be beat.
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 Careful Attention given all orders from
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Write for prices and samples. We solicit your
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 WHOLESALE GRAIN

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 ALWAYS-A-SQUARE-DEAL
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Consignments Solicited.

Best Service Guaranteed

"We personally look after your interest"

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Auditors, Bookkeepers

and other accountants who
 check over Grain Accounts
 will find Clark's Decimal Grain
 Values an invaluable assistant.
 By its use the labor will be re-
 duced to a minimum, errors
 will be prevented and time
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Write for Descriptive Circular

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DO IT NOW

Place your name and business before the
 progressive grain elevator men of the entire
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Ask the Man who Consigns to Us.
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327 Sedgwick Block, WICHITA, KAN.
Buyers for Exporters, Mills and Elevators.
If in the market for winter wheat write or wire us for quotations.

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We want to hear from all buyers of strictly country run Kansas and Oklahoma Turkey and Hard Wheat. Ship direct from country stations.

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We buy delivered Toledo or f. o. b. your station. Personal attention to consignments and trades in "futures."
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DAILY FLOUR CAPACITY 4,000 BBLS.
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Always in the market for milling wheat; ask for our daily bids.

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Buyers and Shippers of GRAIN
We buy F. O. B. your station for direct shipment to interior points.
Personal attention to consignments.
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SOUTH WORTH & COMPANY
PROGRESSIVES
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Consignments of Corn and Oats Given Special Attention
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Grain, Hay, Flour
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reduce any number of pounds from 10 to 100,000 to bushels. For all kinds of grain. Size 2 1/2 x 8 1/2 in. Printed in 2 colors. Price 50 Cents.

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HONEST SERVICES. PROMPT RETURNS. TRY US.

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Accounts Solicited of Reliable Firms

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Representing: Chicago, Peoria, Cincinnati, Louisville, and Baltimore Markets.
Territory: Between the Illinois and Mississippi Rivers. Write, Wire or Phone for bids.**McLane, Swift & Co.**

Buyers of Wheat, Corn, Natural and Clipped Oats, Choice Rye. Write for bids. Consignments solicited. Elevator located on M. C. & Grd. Trunk.

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Both Phones. Accounts of reliable firms solicited.**BUYERS and SHIPPERS****Oats, Corn, Wheat
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W. A. THOMSON & CO.**CORN, OATS and RYE****LOUISVILLE, KENTUCKY**

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Buy the real article of a real
live firm**The METAMORA ELTR. CO.**

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THE CLARK GRAIN & HAY CO.

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In Car Loads and Mixed Car Loads

MEMBERS { PITTSBURG GRAIN AND FLOUR EXCHANGE
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Reference: Second National Bank

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Kansas Hard Turkey Wheat, Corn and Oats

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Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and recleaned white oats.

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Grain and Seeds**CLOVER SEEDS OUR SPECIALTY**

We are always in the market to buy Clover. Mail us samples; we will make you firm bids at all times.

Operating Line of Country Elevators**Buyers of Track Grain**

WRITE, WIRE OR PHONE US

Crawfordsville - - - Indiana**TURTLE & COMPANY****CAR LOTS**

of all kinds of grain

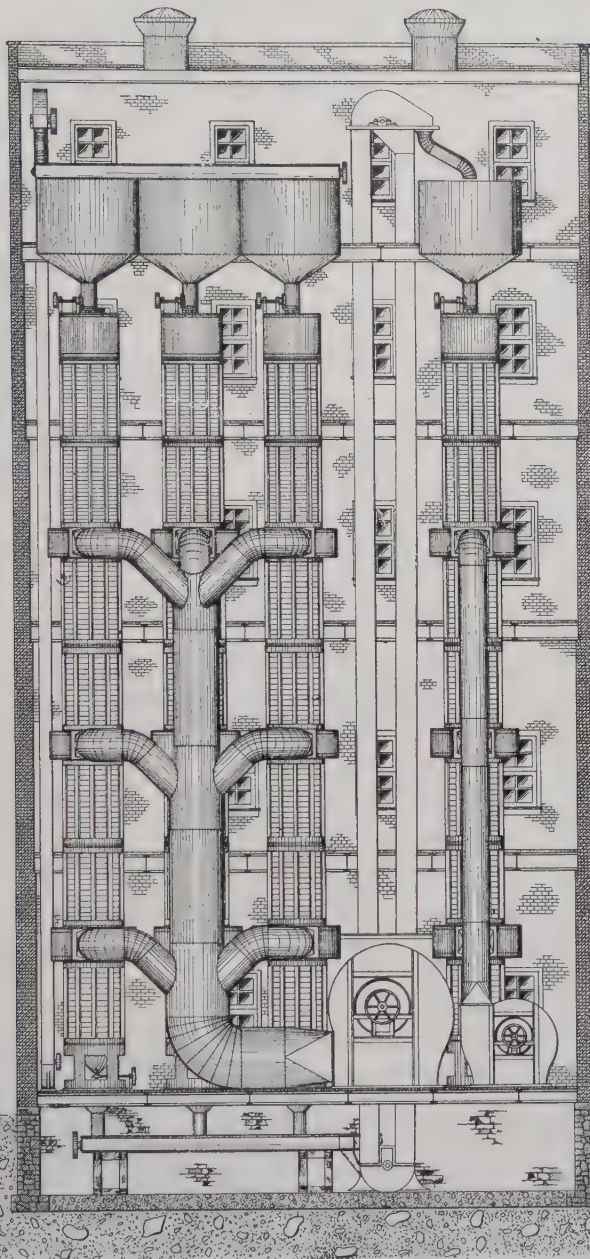
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**DULUTH or
MINNEAPOLIS**



"EUREKA"

Patented Grain Dryer, Cooler and Conditioners



Dries and aerates uniformly and economically wet or damp grain.

Our Claims are substantiated by users.

Here is the system and what the user reports:

Toledo, Ohio, July 2nd, 1910.

The S. Howes Company,
Silver Creek, N. Y.

Gentlemen:

We have your letter of the 1st inst., and are returning the Bond under separate cover, as we consider the Dryers all that you represent them to be.

We have given them a severe test, and they have proven satisfactory. The drying is uniform and the capacity is larger than they were purchased for.

The corn on which they were tested, contained before drying, 19 and 20% of moisture, and the tests show that 5% was taken out of corn dried at the rate of 800 bushels per hour, and 2% at 1,200 per hour.

The principles of your system are correct, and we are well pleased with our plant.

Wishing you success, we remain,

Very truly yours,
THE EAST SIDE IRON
ELEVATOR COMPANY,
A. W. Boardman, Sec'y.

We cover our Guarantees with a bond. We accept all the responsibility.

SOLE MANUFACTURERS

THE S. HOWES CO.

Originators of the Highest Grade of Grain Cleaning Machinery

"EUREKA WORKS:" SILVER CREEK, N. Y.



The Latest In Separators

Our Double Side Shake Separator has all the latest improvements. The bearings are all chain oiling, are dust proof, have large oil wells, are fitted with brass grease cups and are of extra length.

The eccentric boxes are self-oiling and never heat when properly oiled.

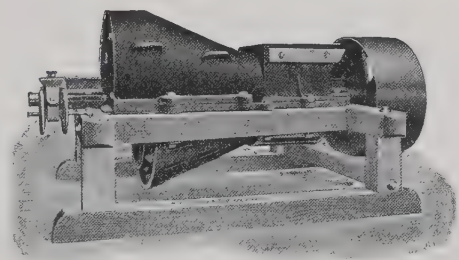
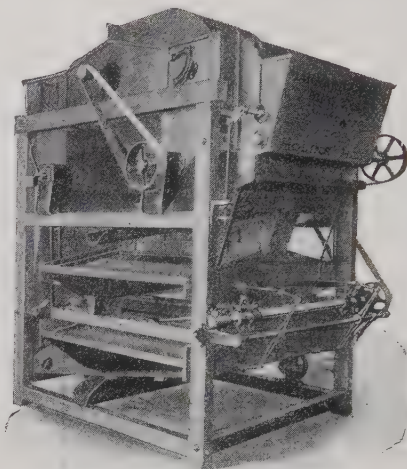
It has two kinds of sieve motion, sieves with motion in line with the travel of the grain and sieves with side shake.

All sieves are kept perfectly clean with our new sieve cleaning device which works underneath the sieves.

The regulation of the feed and adjustment of every part is of the latest pattern and superior to any other machine of its class.

These are only a few of its valuable features, the rest are fully described in our latest circular.

We also make other Separators of all kinds for Mills and Elevators.



Machines to Handle the Corn Crop

Prospects are good for an immense corn crop this year.

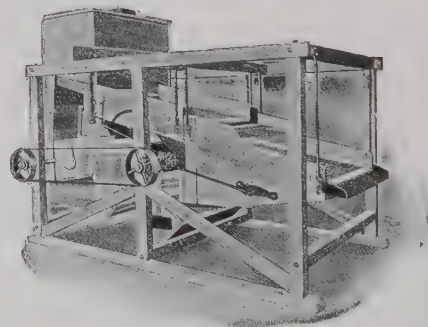
Are you prepared to handle it?

It will pay you to investigate our complete line of Corn Shellers and Cleaners.

The Victor Corn Sheller and Cornwall Corn Cleaner are standard machines of their class. These machines will enable you to handle it to best advantage. For efficiency, capacity, strength and durability they have no equal.

We also make Feed Mills with Ball or Standard Bearings, Scourers, Aspirators, Grain Dryers of all capacities and Cereal Mill Outfits.

Send for latest catalogue.



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Mill Builders and Mill Furnishers - - - MOLINE, ILL.

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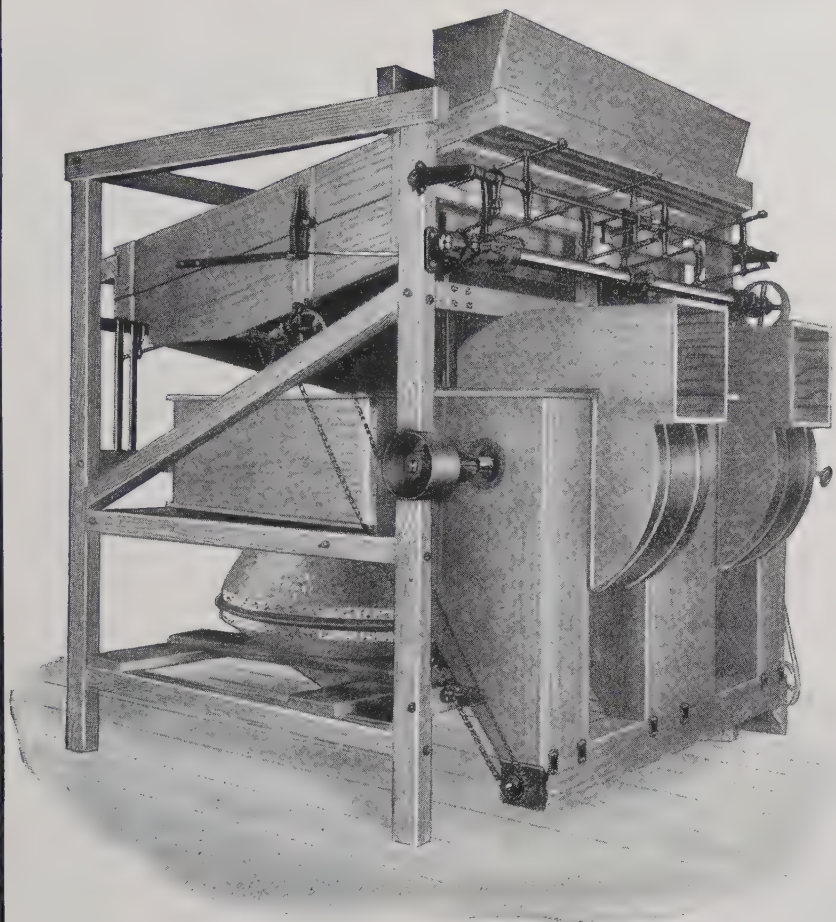
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WILLFORD MFG. CO., Minneapolis, Minn.

Moline Cone Aspirator

**Contains Many Novel
Features Not Found
in Other Aspirators**



1. Are built in such manner as to obtain the maximum spread of the grain in the space occupied by the machine, the grain being fed at the center of the machine and the aspirating trunk extending all the way around.

2. Has an inside cone proportioned so as to form an air passage of uniform area, thus carrying to the fan everything that is lifted by the air.

3. The air has a direct force through the grain and into the aspirating trunk.

4. The two fans are connected to divided channels leading to every part of the aspirating trunk, thus giving a uniform strength of suction all around.

5. The air controlling valves are made so as to admit air from the outside in exact proportion as they cut off air from the inside. Thus the fan is constantly supplied with a uniform amount of air.

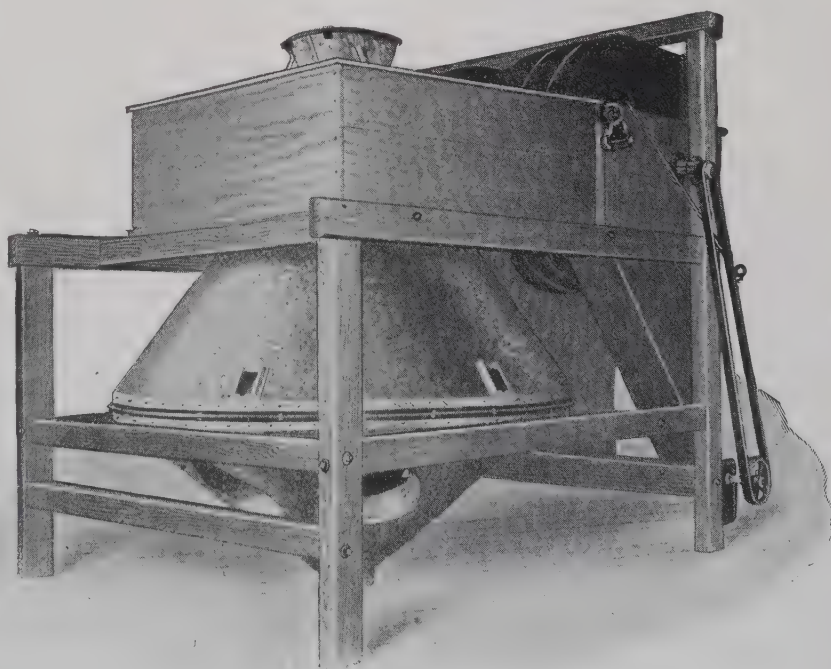
Other features fully described in our latest circular.

The machine is built in two distinct styles with or without spreading discs at the top of the spreading cone and with or without scalping sieve.

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Mfg. Co.**

Mill Builders & Mill Furnishers

MOLINE, ILL.



Grain Elevator Machinery and Supplies

Largest Stock—Lowest Prices

BELTING, Rubber

American.....	50%
Brighton.....	55-5%
Conqueror.....	60%
Daisy.....	65%
Standard.....	75%

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American.....	50-10-5%
Brighton.....	60-5%
Conqueror.....	60-10-10%
Standard.....	70%

BELTING, Canvas Stitched

American.....	60-10%
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BELTING, White Cotton Woven

American.....	50-5%
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BUCKETS, Elevator

Empire.....	60%
Salem.....	60-10%

BOLTS, Elevator

Reliance.....	70%
Norway Flat Head.....	70%

GRAIN TESTERS

Champion Two Quart.....	net \$ 8.00
Champion One Quart.....	net 7.70
Howe Two Quart.....	net 11.25
Howe One Quart.....	net 10.50

HANGERS, Adjustable Ring Oiling

1 15/16, 12-in. drop.....	net 2.45
Other sizes in proportion.	

INDICATOR Ring and Lever.....

net	2.00
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INDICATOR Stand Complete.....

net	3.30
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LOADING SPOUTS, Chain Telescope

Extra Quality 8" diam. 8' long.....	net 8.00
Extra Quality 6" diam. 8' long.....	net 7.00

PULLEYS, All Iron

12" diam. and smaller.....	50%
13" diam. to 24" inclusive.....	55%
25" diam. and larger.....	60%

PULLEYS, Wood Split, all sizes.....

60-10-5%	
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PULLEYS, Friction Clutch

Give size and H. P.....	Special Prices
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as an index.**

**We carry everything
for
Grain Elevators
and
Flour Mills.**

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Howe Scales, Complete Stock at Omaha
Witte Gasoline Engines, all sizes
Barnard and Leas Cleaners, Shellers, etc.
Avery Automatic Scales for Elevators and Mills
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**Send List of
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for estimate
or if in hurry
Send us order
at Guaranteed
Prices**

BOXES, Common Flat, 1 15/16.....

net 70c	
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Other sizes in proportion.

COLLARS, Set, 1 15/16.....

net 36c	
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Other sizes in proportion.

COUPLINGS, Compression, 1 15/16.....

net \$2.40	
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Other sizes in proportion.

COUPLINGS, Flange Face, 1 15/16.....

net 3.75	
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Other sizes in proportion.

COTTON WASTE, No. 2, White

Full Bales, about 100 lbs.....	per lb. 10½c
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Less quantities.....	per lb. 11½c
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CONVEYOR, Spiral.....

60-10%	
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Standard, complete.....	net \$ 9.50
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Controllable, extra heavy.....	net 23.25
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ELEVATOR BOOTS, Cast Adjustable

For 11" buckets.....	net 17.50
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Other sizes in proportion.

ROPE, Transmission, Manilla, all sizes

American.....	net per lb. 15½c
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Brighton.....	net per lb. 13c
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Standard.....	net per lb. 11½c
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SHEAVES, Manilla Rope

For 3/4", 7/8" and 1" rope.....	50-10%
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For larger rope, proportionate price.

SPROCKET, Chain.....

50%	
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SPROCKET, Wheels

12" diameter and smaller.....	45%
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13" diameter and larger.....	50-5%
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Standard 50 lb.....	each \$2.50
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In lots 10 or more.....	each 2.25
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8" with Hopper.....	net 5.20
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Other sizes in proportion.

WASHERS, Cast for tie rods.....

per lb. 2½c	
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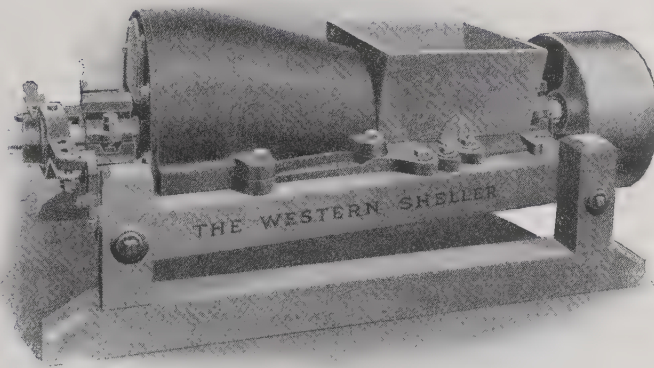
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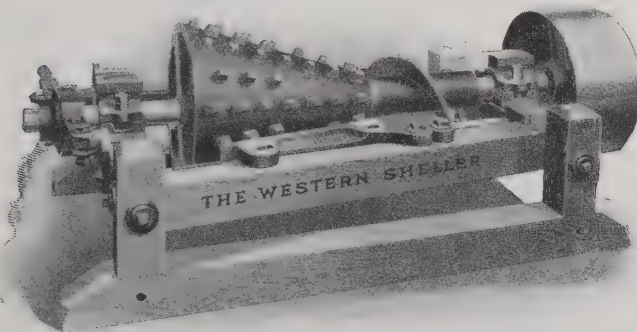
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INDEPENDENT A2304

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REGULAR WAREHOUSE SHELLER
(Three larger sizes built with extended frames and extra bearing outside pulley.)



Interior view, showing conveyor feed and cylinder



PITLESS SHELLER
Discharges either direction right or left, under or over.



Interior view, showing conveyor feeder, cylinder and fan center.

WESTERN

**Warehouse Shellers are
always in the lead**

A Few Points of Superiority

Solid, full-turn, conveyor feeders,
making a positive feed.

Wide, flaring hoppers, giving
greater capacity, and affording no
possibility of corn bridging.

Patented adjusting lever, enabling
the operator to instantly adjust
the cylinder, while running, to all
kinds and conditions of corn.

Shelling parts all subjected to our
special chilling process, making
them harder than steel.

Frames of seasoned, hard wood,
strongly built and bolted together.

Don't attempt to handle the sea-
son's crop with a sheller repre-
sented to be "like" or "just as
good" as the "WESTERN," but
insist on having a genuine
"WESTERN," the pioneer cylin-
der sheller with which others are
compared.

Large stock of all sizes for im-
mediate shipment.

Write for Catalog.

Union Iron Works

Sole Manufacturers

"Western" { Shellers and Cleaners
Grain Elevator Machinery

Decatur, Illinois

Kansas City, Missouri
1221-1223 Union Ave.

Large elevators have adopted General Electric Motor Drive

G-E Motors driving lower cross belt conveyors — Installed April 24, 1905. No repairs to date, although operating in damp salt air, and frequently covered with moisture of condensation.

One of the reasons for this adoption was the reduced fire risk of electric drives.

Fire Risk Reduced

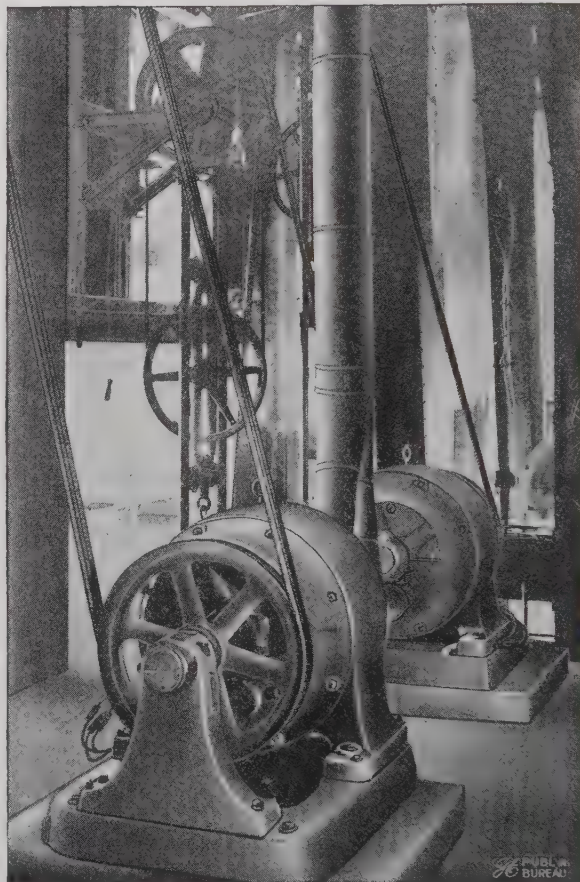
General Electric elevator motors are entirely enclosed receiving their ventilation where necessary from outside the building. There is no electric connection between the rotating and stationary parts of the motors. Bearings are dust and dirt proof, have ample size and are ring oiled from large oil reservoirs. These structural features make sparking impossible and greatly reduce the elevator's fire risk.

Sparkless Control Apparatus

General Electric elevator motors are controlled by oil switches which open the circuit under oil in a tight metal case. inflammable dust of an elevator.

Grain elevator drives recommended by the General Electric Company are best because they represent years of careful study by men who have installed electric drives in many of the largest grain elevators in this country. The records of these installations are before these experts when your elevator drive problem is considered. This is an important fact to remember—for engineering advice is valuable to you only as it represents specialized experience.

Write our grain elevator power experts for advice on your power problem. Any questions which you may wish to ask on this subject will be cheerfully answered without obligation to you.



No spark here to start trouble in the

General Electric Company

Largest Electrical Manufacturer in the World

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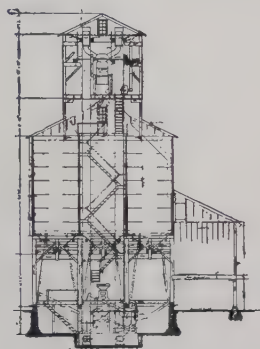
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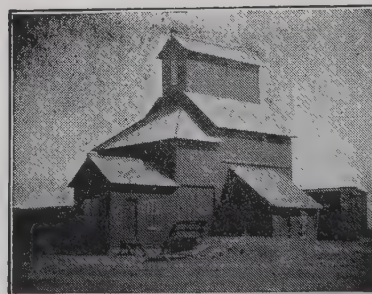
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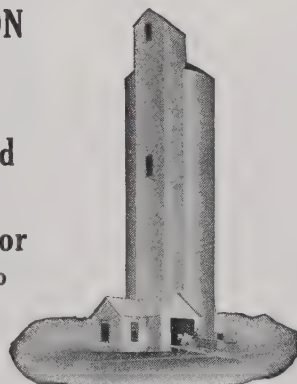
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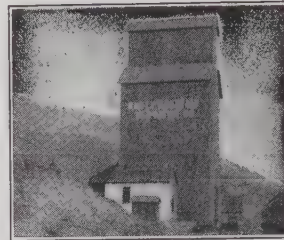
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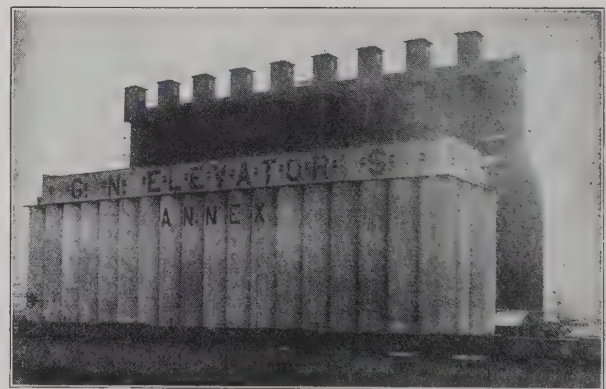
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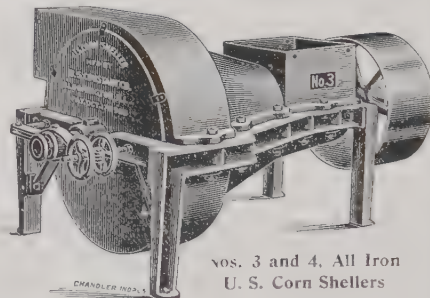
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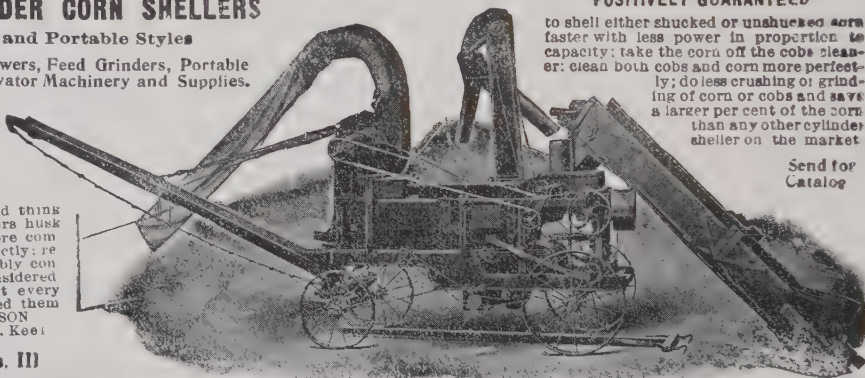
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Elevating, Conveying and Power Transmitting Machinery for use in Grain Elevators and Flour Mills

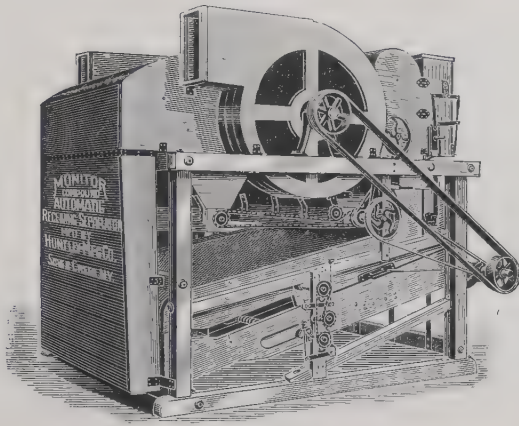
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Automatic Grain Cleaner

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must be perfect.

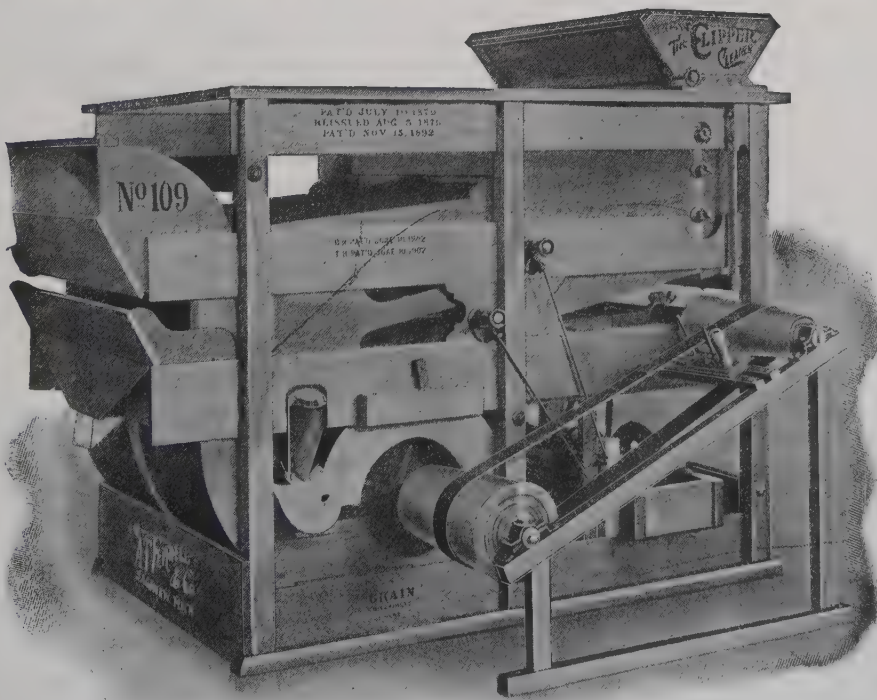
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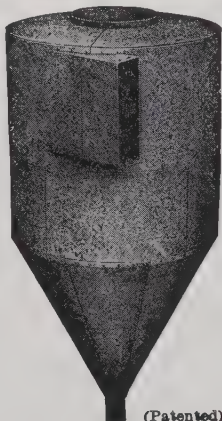
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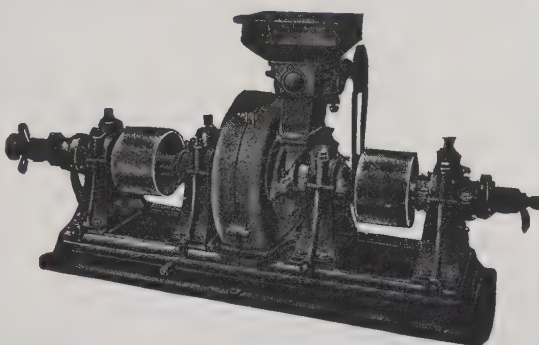
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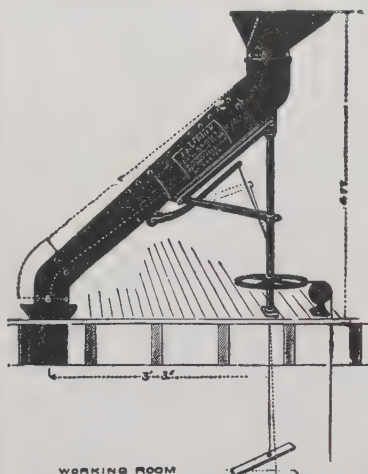
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GERBER IMPROVED
Distributing Spout

And be convinced that it is the best spout you can secure for your elevator.

We make a specialty of mill and elevator spouting. For particulars write

J. J. GERBER, MINNEAPOLIS, MINN.

SUCCESS
SAFETY MAN LIFT

Install one in your elevator and save climbing.

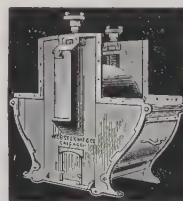
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Foundry & Iron Works
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Elevator Supplies

We manufacture a complete line of grain-handling machinery including



SPOUTS,
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The difference between profit and loss can often be traced to inefficiency in the distributing department.



To get maximum results, you must have quick operation.

To get minimum cost you must have a long lasting, durable machine.

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SIGNALLING
DISTRIBUTORS

are more efficient than any other distributing device in the world.

They enable the workman to do more, do it quicker, do it better, and they last longer.

Ask anyone using them. They are everywhere.

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(Sold with or without Elevator)

CRUSH ear corn (with or without shucks) and GRIND all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

LIGHTEST RUNNING

(Our circular tells why)

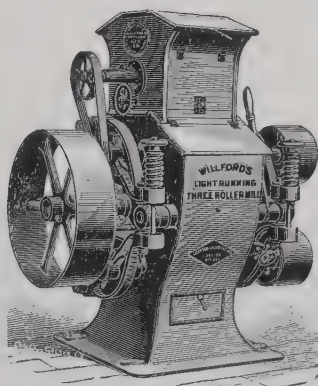
Handy to Operate. Eight Sizes—2 to 25-horsepower.

Peculiarly suited for use with Gasoline Engines.

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STRONG
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They Take the Least Power

These reasons should first suggest and then prove the purchase of a

WILLFORD

Light Running Three-Roller Mill.

Circular and prices on request.

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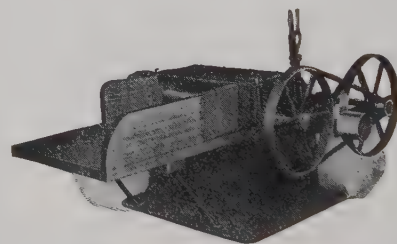
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Alfalfa MEAL MILLS

The Wolf Alfalfa Meal Mill is positively the best mill on the market for general purpose alfalfa grinding.

It is the product of thorough study and investigation by experienced machinists and experimenters, who studied alfalfa grinding under various conditions.

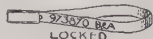
It leaves the alfalfa in the most desirable condition for feeding purposes and can be run with any ordinary power.

Write for circular No. 117.

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SNAP IT ON—Requires no sealing iron or other tools; simple, yet effective.



We number as desired.
Order now for your season's supply.
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Establish

the fact that your cars were sealed at point of origin, with a seal that cannot be duplicated. It protects you against loss. Use the Tyden Self-Locking Car Seal, bearing your name, and consecutively numbered. The record is easy to keep. Adopted by U. S. Government for inspectors. Price, \$3.50 per 1,000. Samples free.

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You may need some special equipment for handling this

Big Corn Crop

We have it, also all kinds of Elevator Machinery and Supplies. Write us about your requirements.

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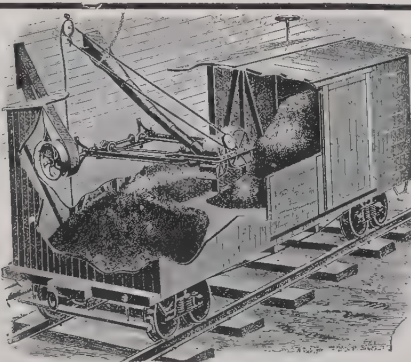
ASK THE PEOPLE WHO HAVE USED THEM

If you contemplate buying a car loader and doubt our ability to make good any of the many claims we make as to the merits of ours, tell us what it is and we will refer you to people who have used these loaders all the way from one to nine years and know what the machines will do.

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We have them in five sizes, so when you write us please say how many bushels per minute you wish to load.

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LOAD ALL KINDS OF GRAIN

Elevator men who use gravity loading often wonder at the low grading at destination. The reason is that by gravity the light grain falls near the car door.

Actual tests have demonstrated a difference in bushel from this cause of from 2 to 3 pounds per weight. But this is overcome with a

CHAMPION CAR LOADER

The mechanism of this machine is such that the grain going into the casing all together the light with the heavy, is forced by the rotary to the extreme end of the car. This is an important factor in proper loading and the only way to get a fair grade at destination.

The Champion has other advantages.

Write us for full particulars.

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Grain Cleaner and Pneumatic

CAR LOADER

The ONLY Machine That Will Clean and Load at the Same Time.

The ONLY Car Loader That Will Not Damage the Grain.

The ONLY Car Loader With Automatic Loading Spout Which Insures Even Distribution of Grain in All Parts of the Car.

For Descriptive Circular and Prices, Address

Mattoon Grain Conveyor Co.
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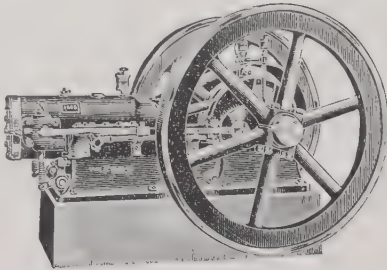
Combined Grain Cleaner AND Pneumatic Car Loader

MANUFACTURED BY

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either for constant power service or under intermittent load give more everyday satisfaction than any other engine on the market. For grain elevators the Foos is especially adapted on account of its patented, safe and positive ignition, straight line counter balance and ample power rating. Many other exclusive features of design developed in twenty-four years of gas engine building are described in Catalog 20.

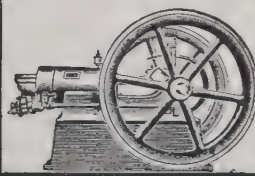


THE FOOS GAS ENGINE CO.
SPRINGFIELD, OHIO
 Largest exclusive gas engine plant in America

YOU WANT GOOD ELEVATOR POWER

You must have it to make profit on the long and short jobs. You get what you are looking for in the

WITTE GAS & GASOLINE ENGINES

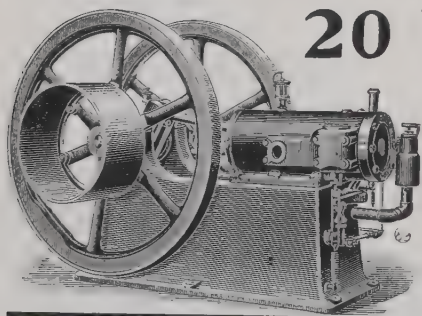


The low cost of power, the little time taken to start, the assurance of continuous operation, and the safety features make the WITTE Engine of interest to every builder and user.

GUARANTEED 5 YEARS

The proposition we make to introduce will appeal to you. In writing state size wanted.

WITTE IRON WORKS CO.
 1626 Oakland Ave., Kansas City, Mo



20 Years' Trial

For over twenty years we have been building Thompson-Lewis Gasoline Engines.

While every engine is thoroughly shop tested before it is shipped, we have not stopped with such a trial, but have tried to keep track of it in actual service.

As yet we have failed to find one which has failed to do all that we claimed. This

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These engines are built for long service. In fact, we have by careful study been able to produce an engine which is almost perfection in the hands of our customers.

We guarantee them to do all that we claim. They are made in several sizes and styles. Send for Catalog.

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RHODES' CALCIUM CHLORIDE

Will not rust, absolutely odorless. Will not evaporate, lasts all winter. Five (5) pounds to a gallon of water will not freeze 54° below zero. Has been used for several years and is absolutely standard. Guaranteed to have lowest freezing point, pound for pound, of any Anti-Freezing Solution.

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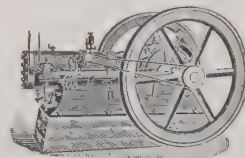
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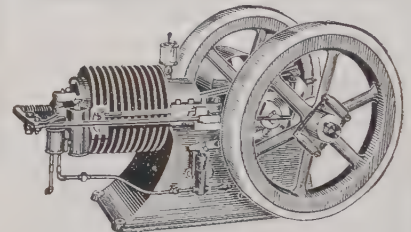
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Grain Elevator Machinery and Supplies of every description. Send for Catalogue

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SAVES GASOLINE—This engine runs on 1/3 less gasoline than any other make. Let us prove it. Try one in your elevator for 30 days FREE. Cylinder is cooled without the use of fans or water, there is nothing to "freeze up." Many large firms use this engine exclusively. We will be glad to furnish you their names.

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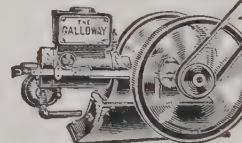
\$50 TO \$300 SAVED

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Price and quality speak for themselves and you are to be the sole judge.

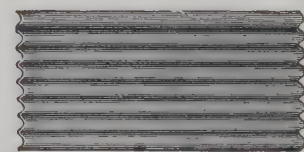
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Direct From My Factory on 30 Days' Free Trial. Satisfaction or money back. Write for special proposition. All you pay me is for raw material, labor, and one small profit. Send for my big BOOK FREE.

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We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

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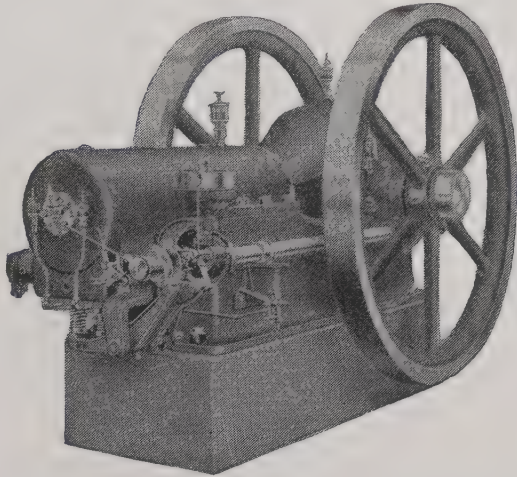
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is here. Now is the time to let the elevator man know you want his business. Advertise in the

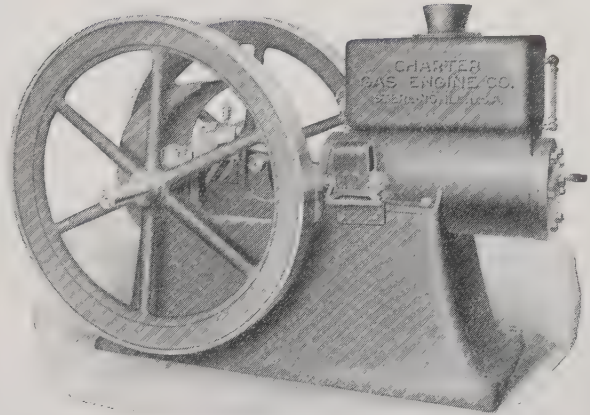
Grain Dealers Journal

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THE DE LUX ENGINE
AN ELEVATOR ENGINE

Write us for a list of elevators using THE FIELD



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To my mind this speaks well for your engine after sixteen years of constant use. I am very much pleased with it, for it fills the bill in every particular.

Very truly yours,

CHAS. COWAN SEED CO.

Original Gasoline Engine of the World

100 H. P. and smaller for All Kinds of Work

Gasoline, Kerosene, Naptha, Distillate, Gas, Fuel Oil
(Very Economical)

Send for Catalog and Give Your Specifications

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The EHRSAM

**TWO-HIGH CORN
and FEED MILL**

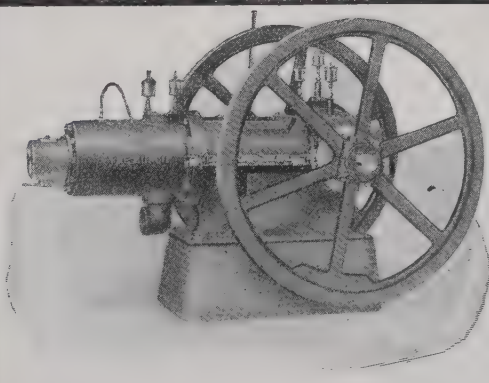
will meet all requirements when large capacity is required. It is built for rolls nine inches in diameter. The frame is constructed entirely of cast iron, so arranged that the rolls can be removed from frame, for grinding and corrugating, with little trouble. The mill is furnished with belt or gear drive on slow side, as may be preferred. It is suitable for grinding coarse or fine meal, barley, graham flour, linseed meal, rye and corn chop, etc. We also manufacture Special Machines for Flour Mills, Plaster Mills and Elevators.

Write for Catalogue Illustrating
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**The J. B. Ehrsam & Sons
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Enterprise

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**HERE'S
WHAT
YOU
NEED!**

A Muncie Oil Engine.

SOLD ON A POSITIVE GUARANTEE.

It produces power at a small fraction of the cost of operating any other type engine.

Will Pay for Itself in a Short Time

Operates on CRUDE OIL, FUEL OIL, KEROSENE or DISTILLATE. Write now for Free Catalogue.

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Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4x8½ inches, 110 pages. Price, \$1.00.

GRAIN DEALERS JOURNAL

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This machine gives satisfaction from its installation and is guaranteed to do its work with greatest rapidity and accuracy, and is perfection in simplicity.

Get one on trial to-day—NOW!

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**We make our Users our Friends,
Always.**

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PONDER THESE FACTS **Before Buying Your Automatic Scale**

We have had 25 YEARS' experience—not making ordinary scales, but successful AUTOMATIC Scales.

We are specialists — not experimentalists.

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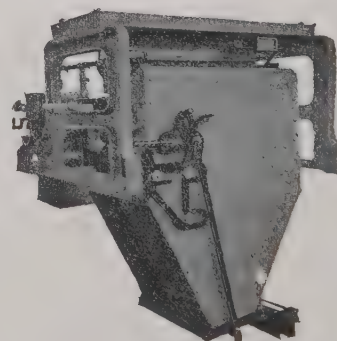
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We have the largest factories and best facilities for the manufacture of automatic scales exclusively in the world excepting NONE.

Because the demand for our scales is greater than all others we manufacture in greater quantities and are enabled to sell cheaper in respect to value given than other scale manufacturers.

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If you want what is by all accounts THE BEST, specify the RICHARDSON.

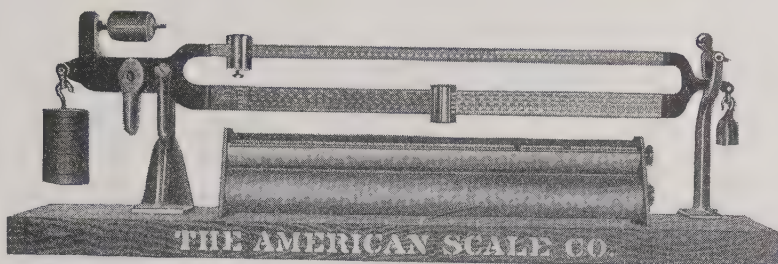


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122 MONROE STREET, CHICAGO

415 THIRD STREET, SOUTH, MINNEAPOLIS



This Computing Beam and Grain Calculator gives you the correct number of bushels and pounds of grain and the exact amount in dollars and cents of any load. Saves time and errors. Send for catalogue.

We manufacture a full line of **Wagon, Wheelport and Warehouse Scales.**

AMERICAN SCALE COMPANY, 2130 Wyandotte St., Kansas City, Mo.

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Is a scoop-shovel on wheels which carries ten times the fill of an ordinary hand scoop, and for unloading Grain, Coal or Bulk Freight from the ends of box cars to wagon, bin or hopper, is a great saver of time and labor.

It increases a man's ability five to ten times, with no increase of effort.

Hundreds have tried one and buy more.

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Price, \$10.00 f. o. b. cars at Factory

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2225 W. Jefferson St.,
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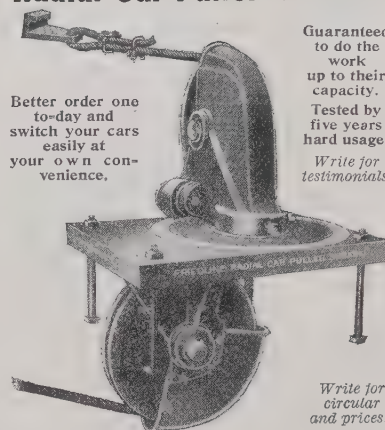
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Better order one to-day and switch your cars easily at your own convenience.

Guaranteed to do the work up to their capacity.

Tested by five years hard usage.

Write for testimonials.



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Capacity 3 to 25 Car Loads

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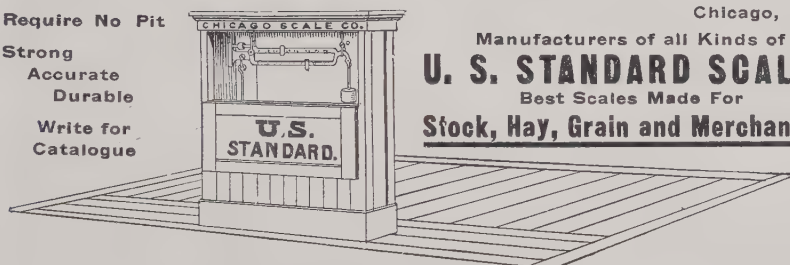
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Require No Pit

Strong
Accurate
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Best Scales Made For
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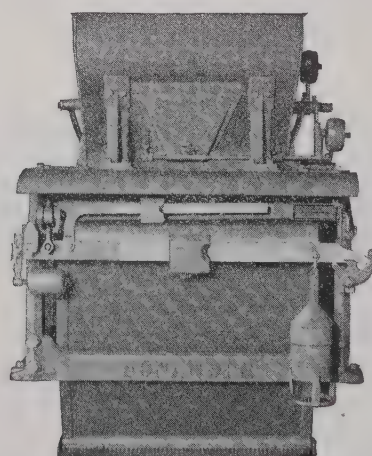
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SONANDER AUTOMATIC SCALE

If you want correct weights, or if you want to collect for shortages, you must have a scale that is easy to balance—easy to test—easy to prove, and easy to operate; that means the SONANDER Automatic Scale. Besides, it is built along common sense scale lines so that anybody can use it. The beam comes to a balance with each draft.

SONANDER Baggers are accurate and speedy.

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Agents at all Grain Centers

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Form 380 Record of Wagon Loads Bought } PRICE, \$3.00
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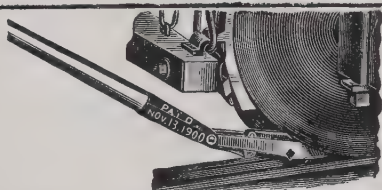
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We can offer every Elevator man a splendid opportunity to earn extra money during the dull summer months selling the Brown "Little Giant Hoist" to Farmers. Write us at once for discounts and full particulars.

We also make Line Shatt Clutches for elevator work.

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THE ATLAS CAR-MOVER

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is decidedly the best and most powerful Car-Mover on the market, and supersedes all others wherever introduced. Try an "ATLAS." It will pay for itself in a few hours' use.

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This book is designed to facilitate the making of Claims against railroads and keeping a complete record of them. There are four forms arranged so a carbon copy can be kept of each claim, as follows:

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will give you better service than any batteries you have ever used, no matter what your requirements are—and at a far lower maintenance cost. Write today for our book giving full details of construction and showing why they are superior to all other batteries.

EDISON MANUFACTURING COMPANY

49 Lakeside Avenue, Orange, N. J.

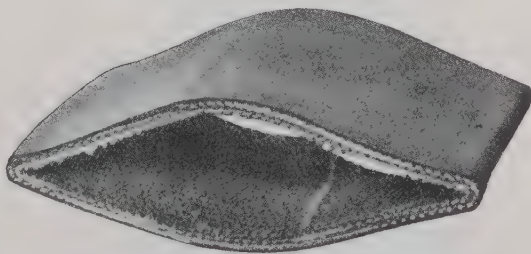
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Every user of rubber belting is familiar with the most common causes of failure of ordinary cemented ply rubber belt viz:

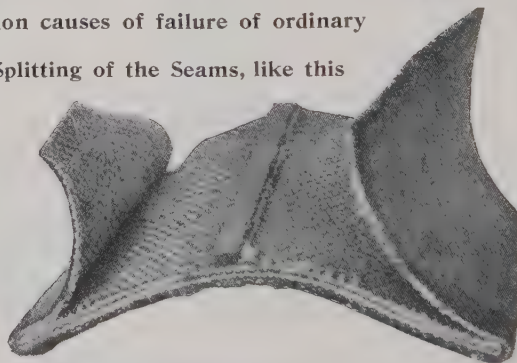
Separating of the Plies, like this

and

Splitting of the Seams, like this



Old Style Rubber Belt Opened Between the Plies
Impossible with "R. F. & C." Belting. It is Solid Woven



Old Style Rubber Belt Split Down the Seam
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"R. F. & C." Patent Solid Woven Rubber Belt represents the first successful attempt to overcome not only above defects but also eliminates to the fullest extent every difficulty heretofore met with in the use of rubber belting.

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"R. F. & C." Solid Woven Rubber Belt stands unchallenged as the "Most Perfect Rubber Belt Constructed Today."

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Investigate "R. F. & C." NOW—It's "Worth While."

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HIGH GRADE RUBBER AND LEATHER BELTING, HOSE, PACKINGS, ETC.

MECHANICAL RUBBER GOODS FOR EVERY PURPOSE

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until your elevator is full of hot
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HESS IDEAL DRIER

which is designed especially to meet the needs of country elevator men. It will not be safe for you to buy wet or immature grain, unless you have a drier of known merit, one you can depend upon drying any grain as is wanted. Let us send you the essential facts and you will give one of our driers a chance to pay for itself.

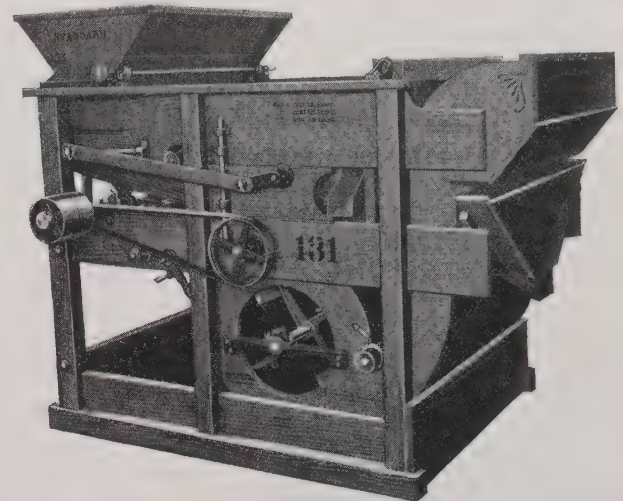
Write to-day.

Hess Warming & Ventilating Co.
907 Tacoma Bldg., Chicago, Ill.

Ask us about the Hess U. S.
MOISTURE TESTER.

Standard Cleaner No. 131

IN a recent issue we called your attention to the Blast Regulator of the Standard Cleaner. Now our traveling brushes, each screen has a set of brushes of its own, any one of which may be used, or removed at the operator's pleasure. Any desired pressure against the screens may be obtained by simply adjusting the regulating lever at the back of the machine, it not being necessary to stop the machine. Our brushes travel lengthways of the screens, doing better work, and without injuring the meshes of the screens as would be the case in brushes



traveling crossways. They insure full working capacity by keeping the screens clean. There are other unexcelled points about this machine which we will tell you about if you will write us. For any kind of a cleaning machine write the

International Mfg. Co.
CRESTLINE OHIO

Big Oaks from Little Acorns Grow

¶ The following letter came to the Journal entirely unsolicited. It points its own advice, and further demonstrates the thoroughness with which the Journal covers its field, and that no item, however small, escapes the eyes of its discerning clientele.

HARTWICK, IOWA,
September, 26th, 1910.

Grain Dealers Journal,
Chicago, Ill.

Gentlemen:

A few weeks ago you inserted a local item that we had erected a seed house for storing and cleaning seed.

We were surprised, in a short time, to receive inquiries requesting bids on grass seed, not only in the United States, but also Germany.

If a local item brings such returns, an advertisement would certainly do wonders. We wish to thank you for favors shown us in the past, and wish you much success in the future.

Yours very truly,
JAS. McCARTY ELEVATOR CO.

¶ Advertising rates are low compared with the service and results rendered.

*Too
bad
you
got
"stung"
on
that
last
cleaner.*

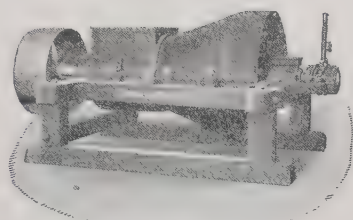
*Don't
let
it
happen
again.*

*Buy
a
Reliable
BE ALL
Cleaner.*

*You
will
be
proud
to
show
it
to
others
especially
years
hence.*

The Beall Improvements Co.
DECATUR, ILLINOIS

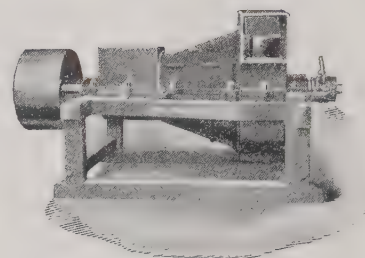
The Sidney Line



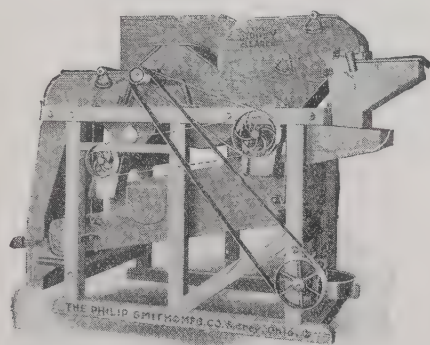
The
SIDNEY Regular Corn Sheller
With Patent Cylinder Adjustment on all
Sidney Shellers



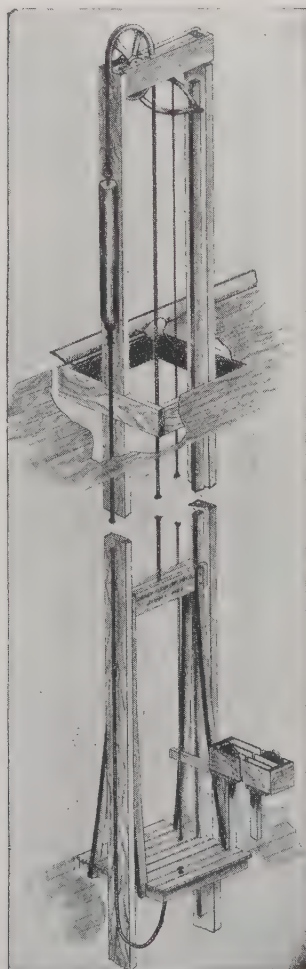
The **SIDNEY Sheller and Boot Combined**
Patent Pending



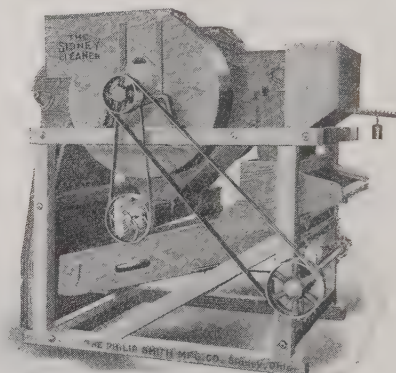
The **SIDNEY Fan Discharge
Corn Sheller**
Patented Dec. 1, 1908



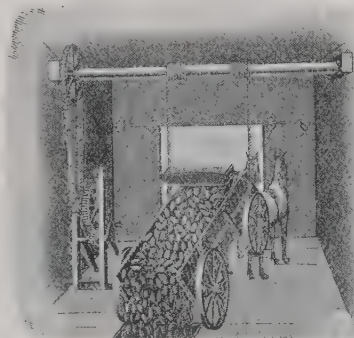
SIDNEY
Oscillating Corn and Grain Cleaner
A Cleaner for all kinds of Grain



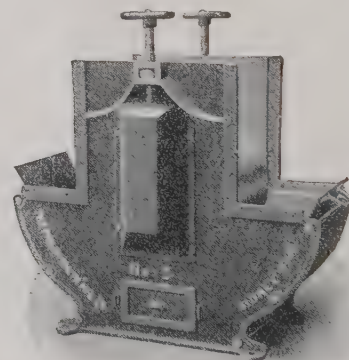
Safety Manlifts—Decreases Insurance



The **SIDNEY Receiving Separator for
Wheat and Oats**
The Sidney Cleaners are made in all sizes and
capacities



Wood Roller, Overhead
We also manufacture Drop Dumps



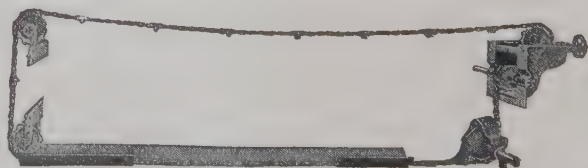
**Cast Iron and Wood Elevator
Boots**



The **SIDNEY Revolving Screen Corn Cleaner**

Send for our
Catalogue
No. 25
and prices.

Everything
for the
handling
of Grain.



Style "B" Chain Drag Feeder
Chain Drag Feeders with cast iron lining for bottom with or without
wood box

The Philip Smith Mfg. Co. (Complete Stock at Enterprise, Kansas) Sidney, Ohio

"Wanted" and "For Sale"

The rate for advertisements in this department is 15 cents per type line each insertion

MACHINES FOR SALE.

TWO EUREKA SCOURING MACHINES for sale. Run 20 to 30 bus. per hour. Louisville Mill & Elev. Co., Louisville, Ohio.

ONE 25 H. P. GENERAL ELECTRIC motor for sale. 20 kilowatt; good as new. Will sell cheap. Address E. L. Donner, Malvern, Iowa.

FERRELL NO. 16 CLIPPER CLEANER with air controller, 40 screens. Cost \$150. Run few months. Sell cheap. Josiah Young, Troy, N. Y.

FOR SALE CHEAP, one Hess wire cloth spout for cooling and cleaning corn, practically new, size 12x24x20. Address The Goemann Grain Co., Mansfield, Ohio.

ONE 25 H.P. STEAM ENGINE, one nearly new combined sheller and cleaner and one 10,000 bu. steel tank in excellent condition for sale. Fremont Eltr. Co., Fremont, Ohio.

ALL THE MACHINERY from the large Hyde elevator at La Crosse for sale, consisting of belts, grain cleaning machine, dust collectors, fans, 9 hopper scales with hoppers, seven elevators with belts, cups, boots and tank complete, pulleys, shafting, friction clutches, new cups, boxes, engine room machinery and many other items all at a bargain. La Crosse Wrecking Co., La Crosse, Wis.

MACHINERY FOR SALE.

1—24 h.p. Atlas automatic side crank steam engine.
1—42x12 Atlas steam boiler.
1—No. 4 Stillwell heater.
1—3x2x4 Smith-Vaile duplex pump.
1—45 ft. smoke stack and all fixtures with the engine and boiler.

Reason for selling we installed electric motors. The above plant was in use five years and everything is as good as new. If interested write Thomas Grain Co., Thomas, Okla.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye, gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfrie, belt drive; 1-7"x15" Alfrie, 2 high roller mill. Separators: 1 No. 1 1/2 Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

SECOND HAND MACHINERY.—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sale):

1 No. 4 Richmond Milling Separator, capacity 125 to 150 bus. per hour.
1 No. 5 Monitor Milling Separator, capacity 100 bus. per hour.
2 No. 8 Eureka Warehouse Elevator Separators, capacity 1,000 bus. per hour.
3 No. 4 Barnard & Leas Elevator Separators, capacity 750 bus. per hour.
Roller Mills, 9x30 Stevens single; 9x18, 9x24 and 9x30 Allis, Stevens, Barnard & Leas and Case Double.
Attrition Mills, 19 inch and 24 inch Foos, 24 inch Monarch, 30 inch American, 24 inch Cogswell.
Corn Crushers, Nos. 7 and 12 Sullivan; No. 7 Bowsher; No. 1 Foos.
Elevator Belts—A big lot with buckets attached of various lengths and sizes.
Pulleys—A big lot, both wood and iron, from 3 inch to 10 foot diameter.
Write for Catalog No. 66 G.
B. F. Gump Co., Mill and Elevator Machinery, 431 S. Clinton St., Chicago.

MACHINES FOR SALE.

FOR SALE—2 16 h. p. Lambert gas and gasoline engines. 1 No. 0 Barnard & Leas sheller and cleaner combined, 74 ft. elevator belt with 5x8 buckets. All as good as new. The Mull Grain Co., Manilla, Ind.

COMPLETE 60 TO 80 BBL. MILL outfit, including all elevator and conveyors, 3 double 9x24, 2 double 9x30, 5 double 6x18 and 4 double 6x20 roller mills. A large number of purifiers, sieve bolters and reels. 4 flour packers and 1 brand packer; 3 pair high 9x18 Noye roller mill; 3 pair high 9x12 Smith. Thos. McFeely, 232 Bourse Bldg., Philadelphia, Pa.

MACHINES WANTED.

WANTED—HOPPER SCALE and corn sheller. Wm. Rotsted, 1835 No. Ashland Ave., Chicago, Ill.

ELEVATOR MACHINERY WANTED for exchange of land. Write what you have with price. Address Ark., Box 7, Grain Dealers Journal, Chicago, Ill.

GASOLINE ENGINES.

ONE 25 H.P. GASOLINE engine for sale. In good condition. Columbus make. Cheap. C. H. Wade, Paris, Ill.

GET OUR BIG LIST of slightly used gasoline engines and our prices. They will interest you. Gas Power Engineering Co., Milwaukee, Wis.

1 12-H.P. GASOLINE ENGINE for sale. In good condition. Will sell cheap. Address F. D. C. Box 5, Grain Dealers Journal, Chicago, Ill.

17 H.P. GAS OR GASOLINE engine for sale. Fairbanks make, self starter. Michigan City Paper Box Co., Michigan City, Ind.

ONE 22 H. P. FAIRBANKS-MORSE gasoline engine. Guaranteed in good operating condition. Thoroughly overhauled at \$300. Grayson Mill & Grain Co., Van Alstyne, Texas.

FOR SALE—One 5 h.p. Termaat & Monahan gasoline engine, one 15 h.p. Nash vertical, one 20 h.p. Hudson, one 50 h.p. Miller improved. Gregory Electric Co., 16th & Lincoln Sts., Chicago.

GASOLINE ENGINES FOR SALE.

44 H.P. Fairbanks-Morse.
25 H.P. Columbus.
25 H. P. Fairbanks-Morse.
22 H.P. Fairbanks-Morse.
15 H.P. Fairbanks-Morse.
12 H.P. Fairbanks-Morse.
6 H.P. Fairbanks-Morse.
4 H.P. Fairbanks-Morse.
Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

WE OFFER for

THE COMMONWEALTH EDISON CO.
1 250 KVA 3 phase 60 cycle 220-240 volt compound wound multipolar Crocker Wheeler generator and direct connected 16 and 24x18 tandem compound side crank Skinner automatic engine, 200 R. P. M.; complete switchboard equipment and all usual engine and generator accessories. This unit is brand new; still at the factory; it is offered for sale on account of the installation of Edison service in plant for which it was built. Price on application. Power Equipment Co., Fisher Bldg., Chicago, Ill.

STEAM ENGINES—BOILERS

1 40-H.P. BASS MARINE BOILER for sale. In good condition and only slightly used. Address C. F. D., Box 5, Grain Dealers Journal, Chicago, Ill.

FOR SALE CHEAP 24 h.p. Atlas steam engine and boiler equipment complete; good as new. No. 1 Western Gyration cleaner; large size Boss car loader. L. F. Webb Grain Co., Weldon, Ill.

A 20 H. P. STEAM ENGINE and 25 H. P. boiler with 40 ft. of smoke stack. Chandler & Taylor Co. make. This engine has been run under careful conditions and is as good as new. Bryce Farmers Grain Co., P. O. Milford, Ill.

FOR SALE—One second hand 35 h.p. tubular boiler, containing 28 3/4 in. tubes, shell of boiler extending to form smoke box, full flush fire front with six doors, two ash doors, two firing doors, two smoke box doors, fire grates, plates and rollers, four supports riveted on side of boilers, four binding bars and rods, all complete except connections. Same can be seen at our elevator in Middle Point, O. Will be sold cheap, for we have no more use for it. Price \$150 at Middle Point, O. The Pollock Grain Co.

POWER EQUIPMENT FOR SALE. A great opportunity for the party that wants a good engine and boilers at a way down price. See the Monitor Drill Company, St. Louis Park, Minn., who will sell the following on account of installing a larger plant and needing the room: One 16x36 Atlas Corliss engine, fly wheel 11 ft. 6 in. diameter, 22 in. face; two 16 ft. x 60 in. Atlas engine works tubular boilers; 52 4 in. flues; (these boilers are good for 60 lbs. working pressure); one Webster Star vacuum feed water heater. Purifier and filter, right hand 150; this apparatus is all in first-class working order.

REBUILT ENGINES AND BOILERS. ENGINES—CORLISS: 20x48 Wheelock, 18 x36 Ohio Heavy Duty, 14x42 Hamilton, 14x 36 Vilter, 12x36 Allis, etc.

ENGINES—AUTOMATIC: 15x14 Erie, 14 1/4x16 Buckeye, 11x16x12 Buffalo Compound, 13 1/2x15 Taylor, 13x16 Erie, 13x12 Harrisburg-Ideal, 13x12 Phoenix, 12x14 Green, 12x12 Armstrong & Sims, 11x16 Atlas, 10 1/4x14 Buckeye, 10x14 Noyes, 9x12 Russell, 7x10 Atlas, etc.

ENGINES—THROTTLING: 16x22 H. S. & G., 14x18 Sinkler-Davis, 14x14 Lewis Vertical, 12x16 Reed, 12x14 Gibbs, 12x12 Wells, 10 x16 Bass, 10x12 Oil Well, 9x12 Ball, 9x10 Reed, 8 1/4x12 Leffel, 7x10 O. & S., 6x8 Industrial, etc.

BOILERS—STATIONARY: 72x18 high pressure, 72x18 standard, 72x16, 66x16, 60x 16, 60x14, 54x16, 54x14, 48x14, 44x14, 44x12, 42x12, 36x16, 36x12, etc.

BOILERS—FIRE BOX: 100, 80, 60, 50, 40, 35, 30, 25, 20, 16, 12, 10 and 8 h.p., etc.

BOILERS—VERTICAL: 50, 40, 35, 30, 25, 20, 16, 12, 10, 8, 5 and 3 h.p., etc.

HEATERS: All sizes, open and closed.

PUMPS: All sizes, single and duplex.

MISCELLANEOUS: Saw mills, lath mills, edgers, cut-off saws, re-saws, blowers, exhaust fans, tanks, etc. Write for list. Also full assortment of new machinery. Sole manufacturers of the celebrated "Leader" Injectors and Jet Pumps. Send for circular. The Randle Machinery Co., 1748 Powers St., Cincinnati, Ohio.

ELEVATOR SUPPLIES.

GRAIN TESTERS—Three sizes, one pint, one quart, and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, O.

ELEVATORS FOR SALE.

ELEVATOR AT BENTON, KANSAS, for sale. Just completed. Only elevator in town. Address G. G. Wiechen, Gardenplain, Kansas.

CENTRAL INDIANA. For sale new modern up to date 10 M bus. elevator in excellent grain territory in Cen. Ind. Not selling for want of business. Coal business a side line. Address O. R. D., Box 3, Grain Dealers Journal, Chicago, Ill.

SOUTH OKLA. Wanted to sell 4—70 saw gin and 25,000 bu. elevator, combined or separately; all or half interest; located in one of finest sections of South. Okla. Terms liberal. Address X. Y. Z., Box 11, Grain Dealers Journal, Chicago, Ill.

NORTHEASTERN KANSAS. For sale, two elevators in one town in Northeastern Kans. No competitor. Best proposition in the state. Want to retire. Price for both houses, \$15,000. Address S. T. R., Box 1, Grain Dealers Journal, Chicago, Ill.

NORTHEASTERN INDIANA. For sale. Line of 5 elevators ranging in size from 10 to 20 M. bus. capacity and located in thriving towns in Northeastern Ind. Will sell together or separately. Address D. F. C., Box 5, Grain Dealers Journal, Chicago, Ill.

ELEVATOR IN NORTHERN IOWA doing good business, no competition. Past results will show property will pay a high rate of interest on the investment. Cash trade only. Address Iowa, Box 5, Grain Dealers Journal, Chicago.

\$6,250 WILL BUY a 12,000 bu. cribbed elevator. Buy at two other stations with scales at each station. Best grain point in Southwestern Iowa. Also good retail feed trade in connection. On Burlington R. R. For further particulars address L. E. D., Box 7, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS. For sale, 15,000 bu. elevator on Wabash R. R. in Cent. Ill. in good corn, oats and wheat belt; good black tilled soil, good crops. Offer cheap; good reason for selling. This is a bargain. Address D. O. N., Box 3, Grain Dealers Journal, Chicago, Ill.

WISCONSIN. For sale at a bargain, elevator and warehouse located in one of the best towns in Northern Wis. Finest hay, grain and potato section in the state. Capacity 70,000 bu. grain, 50,000 bu. potatoes, 600 tons of hay. Feed mill in connection. For further particulars address Farmers' Produce Co., Chippewa Falls, Wis.

SOUTHWESTERN MINNESOTA. Line of elevators in Southwestern Minn. for sale. Doing a good business. Local and crop conditions never better; houses in good repair, equipped with all modern machinery. Full particulars on application. Address Minn., Box 4, Grain Dealers Journal, Chicago, Ill.

ILLINOIS. Two new modern elevators in corn belt of Ill., each 30,000 bu. capacity, do a business of 400,000 to 500,000 bu. yearly, on good margins, organized territory, no competition at either point. Do a nice implement business at both points. Good reason for selling; price \$25,000; make terms to suit; will sell either or both or half interest to right party. Further particulars address Rex., Box 10, Grain Dealers Journal Chicago, Ill.

OKLAHOMA. For sale 25,000 bu. elevator. Built two years ago and in good repair. Machinery all up to date; a Foos gas engine 22 h.p., gas 20c per thousand; cheapest fuel on earth. 150,000 bu. of corn will be shipped from here this season, besides about 20 cars of oats. This is a bargain. No competition; only elevator in town. Best location in Okla. Reason for selling is old age and poor health. Price \$6,000; terms to suit purchaser. Address W. L. Harris, Inola, Okla.

ELEVATORS FOR SALE.

TWO ELEVATORS OF 25,000 and 12,000 bus. capacity for sale. Doing good business, good territory. Address Pearson & Hayton, Marshall, Okla.

15,000 BU. CRIBBED ELEVATOR on the Rock Island, 40 miles from Omaha in the corn belt of Iowa. A money maker. Address Omaha, Box 4, Grain Dealers Journal, Chicago.

GOOD ELEVATOR IN NORTHERN IOWA for sale. Handles a large amount of grain and coal and crop largest in ten years. Address Mac., Box 4, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN IOWA. Elevator and coal sheds for sale. Good grain and coal business. A money maker for the right man. Two railroads in town, population 1,500. Good reason for selling. For further particulars address Box 101, Malvern, Ia.

NEW ILLINOIS ELEVATOR of 15,000 bu. capacity for sale. Only house at station. Ships 80,000 to 100,000 bu. per year. Can engage in coal or lumber without competition. Extra bargain. Address S. A. B., Box 1, care Grain Dealers Journal, Chicago.

CAVALIER CO., N. DAK. A good 35,000 bu. capacity elevator for sale in Cavalier Co., N. D. House in good repair and first class in every respect. Crops good; will make terms. Must sell on account of wife's health. Address A. P. R., Box 4, Grain Dealers Journal, Chicago.

ELEVATOR AND FLOUR MILL for sale. A proposition very seldom in the market. Situated in one of the best towns in northwestern Ohio. One of the best paying institutions in the state. A bargain of real merit. Open for inspection. Manns & Bower, 507 Gardner Bldg., Toledo, Ohio.

SOUTHERN INDIANA. 30,000 bus. ear corn steam elevator on Southern & Big 4 R. R. 300,000 bus. Wabash River corn tributary. Only elevator at station; splendid crop this year. Will sell at half cost. Owner non-resident. Address Ind., Box 5, Grain Dealers Journal, Chicago.

ELEVATOR FOR SALE. 40,000 house in terminal market, with four story working house and sacked warehouse adjoining. Exceptional opportunity for a mixing and feed business. Cheap power, good location. Address E. K. E., Box 6, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE. Capacity 15,000 grain and 12,000 ear corn. 6 h.p. new gasoline engine. Small town, no competition; good opening for coal and lumber. Handled 25,000 bu. in Aug. Lot of old corn and bumper crop of new. Cheap at \$3,000. Address F. & T., Box 6, Grain Dealers Journal, Chicago, Ill.

TEXAS ELEVATOR FOR SALE. Capacity in bins 20,000 bu. Warehouse storage, 10 cars, hay storage, 20 cars; ear corn crib, 2,000 bus.; cotton seed warehouse, 2,000 bu.; 1,000 tons coal storage. Equipped with all machinery. Can handle with least expense 5 cars in and out daily. Town 8,000 and good grain point. One block from Santa Fe R. R. Address Texas, Box 5, Grain Dealers Journal, Chicago.

20,000 BU. ELEVATOR for sale on main line C. & A. Handles 100,000 to 150,000 bu. wheat and 75,000 to 100,000 bu. corn annually. Equipped with 22 h.p. Foos gas engine, Fairbanks wagon and scales. House and machinery new. Two story warehouse, outside corn crib 3,500 bus. with portable dump. Buildings situated on own land, clear title. Side line of flour, feed and tile. Sales run from \$1,000 to \$1,500 per month. Plant cost \$11,000; price \$8,500. Reason for selling, poor health. Address C. R. A., Box 7, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

MICHIGAN. For sale, small elevator at Devil's Lake, Lenewee Co., Mich. A good location. Address Philip Horn, Monroeville, Ohio.

SOUTHERN NEBRASKA. For sale, one 40 M. elevator and live stock business on main line of Burlington in So. Nebr. Good crops. Price \$8,000. Address Nebr., Box 7, Grain Dealers Journal, Chicago, Ill.

KANSAS. For sale 12,000 capacity elevator in east central Kans. on C. R. I. & P. 250 car station; two elevators; also residence. Price \$10,000 cash. Address Elevator, Box 6, Grain Dealers Journal, Chicago, Ill.

WESTERN OHIO. For sale 15,000 bu. elevator and 75 bbl. flour mill combined with coal business. No competition. Well located in western Ohio. Inspection solicited. Price \$7,500. E. C. Brungard, Big Springs, Ohio.

10,000 CAPACITY ELEVATOR for sale. In town of 4,000 people and good farming country. School and college town. Can do a nice coal business if so wish in connection with grain. Address Ill., Box 6, Grain Dealers Journal, Chicago, Ill.

KANSAS. For sale 6,000 bu. elevator in Jewell County, Kans. Only elevator in a town of about 700 population; one of the best countries on earth. Reason for selling, other business. Its a bargain, \$2,500. Address L. B. L., Box 6, Grain Dealers Journal, Chicago, Ill.

FOR SALE — CONTROLLING INTEREST in Farmers elevator, located in one of the best grain points in the state of North Dakota. Good business and a big territory. Providing purchaser wants to run house, can name his own salary. No trades considered. For further particulars address Lock Drawer 636, Aberdeen, So. Dak.

CHAMOI, MO., elevator for sale. Capacity 32 car loads. Ships about 185 cars of wheat per year and 40 of corn. No competition. Also handles feed, salt, coal and about three cars of flour per month. No mill here. Reason for selling, too old to run the business. Address Chamois, Box 7, Grain Dealers Journal, Chicago, Ill.

SOUTHEASTERN NEBRASKA elevator for sale. Capacity 25,000 bus. cleaning house in connection, with all modern equipments for cleaning grain in transit. Good grain territory; handles about 100,000 bus. of grain annually. Will sell for cash or trade for land in Kansas and Nebr. For further particulars address L. D. T., Box 6, Grain Dealers Journal, Chicago, Ill.

WESTERN INDIANA ELEVATOR for sale. Good as new. Handles from 75 to 100 cars of grain a year. Also salt, cement and good coal business handling from 60 to 80 cars of coal yearly. Good feed grinder. No competition; in a good town of about 750 population and good farming country. Will sell right. For further information inquire of T. J. Connell, Milton, Ind.

OHIO ELEVATOR of 5,000 bu. cap. new 25 h.p. gasoline engine, feed grinder, Boss car loader, Monitor cleaner. Building has just been covered with steel. Good retail business with coal, flour, feed, salt, etc. Located on Penn. Ry. Excellent chance to handle live stock. Only dealers here. Price \$3,000. Reason for selling have other business. Address W. O., Box 6, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN OHIO. For Sale—Grain elevator and warehouse, county seat town of 4,000, Northwestern Ohio, shipping 250,000 bus. grain annually; doing retail business of \$36,000 per year. One of the best grain points in Ohio. Price reasonable, ⅓ cash, balance easy terms. Also for sale, 4 grain elevators in grain belt Northwestern Ohio, doing prosperous business; prices \$4,000, \$5,000, \$6,000 and \$9,000. One-third cash, balance easy terms. Address E. W. Newton, Ohio Building, Toledo, Ohio.

ELEVATORS FOR SALE.

ALFALFA MILL AND ELEVATOR for sale. Address Alfalfa Mill, Kingfisher, Okla.

IF YOU WANT TO SELL YOUR BUSINESS write to the Manager of the Want Dept., Grain Dealers Journal, Chicago, Ills.

EMERSON, IOWA. 30,000 bu. capacity cribbed elevator and ice plant for sale. Both doing a good business. No trades considered. Address J. W. Crawford, Emerson, Iowa.

NORTHEASTERN ILLINOIS. For sale, \$6,500 or rent \$75 per mo., 30 M. cribbed first class elevator. Receipts about 200,000. No competition. Address M. E. Y., Box 5, Grain Dealers Journal, Chicago.

MISSOURI. Elevator for sale in grain belt of Mo. on Wabash R. R. 90 miles east of Kansas City. Flour, feed and meal business in connection. No competition. Good business. Machinery all new. Price reasonable, terms easy. Poor health cause of selling. Address K. E. Y., Box 6, Grain Dealers Journal, Chicago, Ill.

20M CAPACITY ELEVATOR for sale, located on Chicago & Great Western R. R. Handles 125M to 150M per yr. Doing good paying business; equipped with all machinery and in good condition. Will sell part time if desired. Price \$3,500. Will also sell modern 13 room residence, best location in town. Reason for selling, other business. Snap for anyone wanting to buy good grain business. Address B. F. Muldown, Lyle, Minn.

SOUTHERN KANSAS. One of the best paying elevator propositions in So. Kans. 15,000 bu. capacity, house four years old. Never before on the market, built by present owners. 22 h.p. Davis engine; corn chop mill; 4,000 bus. corn crib; flour house store five cars; handle feed and coal. Good office and scales detached. Town of 2,000, two railroads. Competition practically none. Fine wheat and corn territory. Must have \$5,000 cash, balance on terms. Will sell residence also. Owner wants to retire. No trades or agents. Address S. O. N., Box 7, Grain Dealers Journal, Chicago, Ill.

WESTERN MISSOURI. For sale, two fine elevators in best corn section of Mo., located eight miles apart. Each has crib capacity of 15,000 bu. ear corn and 8 to 10 M. small grain. Both elevators equipped with Western shellers and cleaners, feed mills and hopper scales. Both steam plants. Good feed and live stock business in connection with both plants. Best corn crop in years and good wheat crop only partly moved. Three years ago, for a period of four months, each plant cleared over \$3,000 each. These are money making propositions and if rightly handled will pay 35% on investment each year. Reason for selling other business interests. Address Missouri, Box 7, Grain Dealers Journal, Chicago.

CINCINNATI, OHIO. The Interstate Grain Company elevator and hay warehouse situated on the C., H. & D. Railroad, having a track frontage of about 900 feet; construction and equipment of both elevator and warehouse are most modern; dimensions of warehouse 250 by 56 feet, with a storage capacity of 90 tons of hay. Capacity of tracks 42 cars. 96,000 lb. Fairbanks-Morse hopper scale, 3 unloading pits, 3 loading out pits, Richardson automatic sacking scale, Silver Creek combination warehouse cleaner, Skillam & Richards car puller of 15 cars capacity. Storage capacity of bulk grain 45,000 bushels. All machinery operated by electric power with direct communication to each machine. Warehouse erected in 1906, elevator in 1909; 9 acres of land. As this company is now in the hands of a trustee and winding up its business, the opportunity presents itself of purchasing one of the most modern plants of its kind at a bargain price. Theodore Mayer & Bro., First National Bank Bldg., Cincinnati, Ohio.

ELEVATORS FOR SALE.

CENTRAL ILLINOIS elevator for sale. On B. & O. S. W. R. R. Ship about 125 cars of grain, 75 cars of hay and handle about 40 cars of coal per year. Capacity 25,000 bus., outside ear corn crib 10,000 bus., 25 h. p. gasoline engine, Western corn sheller and cleaner. Price \$6,500. Address H. E., Box 7, Grain Dealers Journal, Chicago, Ill.

KANSAS. For quick sale 10,000 bu. capacity grain elevator. Two large cement dumps, ear corn or threshed grain, fine sheller, cleaners, grinder, gas engine and everything necessary for successful handling of all kinds of grain; gravity lead to sheller. Is doing heavy business and in excellent condition. Owner did more than \$160,000 worth of business last year and cleared more than \$5,000 net. Best location in Kansas, being in Sumner Co. Best grain section in the west. Price \$6,500 cash for quick sale. Could give terms on part. Address F. L. D., Box 7, Grain Dealers Journal, Chicago.

ELEVATORS WANTED.

ELEVATOR WANTED in exchange for good improved farm. Give full description and price. Address Inde, Box 6, Grain Dealers Journal, Chicago.

WANTED TO BUY ELEVATOR doing good business in a live town in Ohio. Address, giving full particulars and price, W. H. F., Box 45, R. D. No. 6, Ashland, Ohio.

WANT TO BUY ELEVATOR or elevator and lumber yard, town of 500 or more. Must show good business, fair profits and price reasonable. Will make quick deal on good proposition. Give full description and actual shipments for 3 years. Perry Frazier, Du Bois, Nebr.

ELEVATOR BROKERS.

JOHN A. RICE, Frankfort, Ind. Exclusive elevator broker. Commissions only. Always have the very best offered, all prices, over 600 listed. Reliable and profitable service to both sellers and buyers without exception.

ILLINOIS. I have some good elevators at reasonable prices for sale. Also several good improved farms in Ford county, Ill., from \$130 to \$150 per acre. Address A. R., Box 5, Grain Dealers Journal, Chicago, Ill.

FOR SALE. Bargain in elevators in Indiana, Illinois, Iowa, Kansas, Oklahoma and other states. Write for descriptions stating location preferred. Iowa Mill & Elevator Brokers, Independence, Iowa.

J. D. CHANCELLOR, FOWLER, IND. I have a fine line of elevators for sale at prices that are right. Have some good bargains in Benton Co., Ind., the best corn and oats county in the state. I have one plant for sale that is handling 1/2 million bu. per year.

ELEVATORS OF ALL KINDS for sale. In large or small towns, ranging from \$2,000 to \$3,000. Write and let me know your wants and how much you wish to invest. Am sure I can suit you. Good plants worth the money always wanted. List with me. Address James M. Maguire, Campus, Ill.

IF YOU WANT to sell your elevator or flour mill, if you want to buy an elevator or flour mill, if you want to exchange your elevator or flour mill, if you are willing to incorporate your elevator into a stock company, or if you have something you want to exchange for an elevator or flour mill, we are the people you want to consult. Our methods of attaining results are quick and satisfactory to both purchaser and seller. We have a \$24,000 business block to exchange for an elevator of about equal value. We have a purchaser for an Ill., Ind. or Ohio elevator of 200 cars business per year. Send detailed description in your first letter of what you have and what you want. N. H. Baker & Company, Portland, Ind.

BUSINESS OPPORTUNITIES.

IOWA. For sale grain and coal business Iowa. Might consider good clear land for part payment. Give full description. Address G. & C., Box 3, Grain Dealers Journal, Chicago, Ill.

WILL SELL FOR CASH profitable business in grain, coal and millfeeds. Good modern elevator and equipped with up to date machinery. For further particulars address K. S. C., Box 6, Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS. Will sell for cash or part cash and part clear real estate, grain elevator, lumber shed, coal shed, grocery store and good residence at Alworth, on I. C. Correspond with Joseph Ball, care Carpenter & St. John, Winnebago National Bank Bldg., Rockford, Ill.

NORTHEASTERN INDIANA. For sale or trade grain, seed, coal, tile, cement, wall plaster and retail feed business on Nickel Plate R. R. Plant includes 15,000 bu. capacity, gasoline power, good roomy warehouse in connection, located on switch. Good country and doing good business. Owner retiring on account of ill health. Address D. E. N., Box 6, Grain Dealers Journal, Chicago, Ill.

COAL AND FEED BUSINESS—Located in fine dairy section, on the L. S. & M. S. R. R. Grain elevator cribbed, cap. 20,000 bus. 60 h.p. gasoline engine, feed grinder, etc. Warehouse 25x98, with sidetrack to both elevator and warehouse. This plant is in A1 condition and will be sold cheap to quick buyer; best of reasons for selling. Also two small farms for sale at bargain prices. For full description and price address Miller Bros., Williamsfield, Ashtabula county, O.

MILLS FOR SALE.

\$6,000. GRIST MILL, electric and steam power; capable manager; net profits from April 12, 1909, to Feb. 1, \$1,700; terms, including residence, \$4,000 cash, balance on mortgage. L. G. Tinkelpaugh, P. O. Box 53, Point Edward, Ont., Can.

FIRST CLASS all water power flour mill, doing good business; fine opportunity for right man. Price \$2,500. Also two fine quarter sections of land, partially improved. Would take a modern cottage as part payment. Price \$5,250. C. E. Reed, Agent, Hastings, Minn.

CENTRAL MINNESOTA. A first class flour mill for sale. Plenty of No. 1 wheat at the door. Received 30,000 bu. more than could grind last season. Good custom trade. Good 20,000 bu. elevator in connection. Address 923 Chamber of Commerce, Minneapolis, Minn.

\$5,000 GRIST MILL, 50 bbl., first-class condition, modern machinery, steam power, located in thriving Indiana town 100 miles south of Chicago. Has always been good money maker. Terms \$2,500 cash, balance to suit, or will trade. Look this up. Make me an offer. Address Grist, Box 7, Grain Dealers Journal, Chicago, Ill.

MILLS WANTED.

MILL WANTED to rent or run on shares. Want plenty of grist mill work and good feed trade. J. A. Bowman, Claverack, N. Y.

WILL TRADE a 160 acre Kansas farm for a good feed mill or small elevator and feed mill. Address Henry, Box 7, Grain Dealers Journal, Chicago, Ill.

INFORMATION.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

MODERN RAILROAD TRACK SCALE in first class condition for sale. Geo. C. Bagley Elev. Co., Minneapolis, Minn.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SCALES FOR SALE.

500 bu. Howe hopper scale	\$100.00
500 bu. Fairbanks hopper scale	100.00
300 bu. Fairbanks hopper scale	75.00
100 bu. Fairbanks hopper scale	50.00
60 bu. Fairbanks hopper scale	40.00
6 ton Fairbanks wagon 22x8 c beam	100.00
Refitted and guaranteed. Omaha Scale Co., 925 Douglas St., Omaha, Nebr.	

SCALES FOR SALE. Slightly used or rebuilt scales, guaranteed in good condition at half price. 100 ton, 42 ft., 50 ton, 44 ft. standard; 80 ton, 42 ft. and 60 ton, 38 ft. Fairbanks; 10 ton, 6 ton, 5 ton, Fairbanks wagon; 3,500 lb. Dormant, several portable scales; all offered subject to prior sale; also new scales; all sizes to 200 ton capacity, for sale or exchange. The Standard Scale & Supply Co., 1345 Wabash Ave., Chicago, Ill.

SALT NEW BARRELS
NEW SALT
PROMPT SHIPMENTS
WRITE US FOR PRICES
THE COLONIAL SALT CO.
AKRON, O.
MANHATTAN BLDG. D. S. MORGAN BLDG.
CHICAGO BUFFALO, N. Y.

AUTOMOBILE SUPPLIES.

AUTO TIRES, first quality cases, fresh stock. 28x3, \$13.35, tube \$3.50, 30x3, \$14.35, tube \$3.75, 30x3½, \$20.70, tube \$4.50, 32x3½, \$21.75, tube \$5.00, 34x3½, \$23.75, tube \$5.25, 30x4, \$27.70, tube \$5.75, 32x4, \$30.70, tube \$6.25, 34x4, \$33.50, tube \$6.75. Send 15% of amount of order and I ship, allowing examination. Send post office or express money order. All previous prices withdrawn. Wm. Vanderpool, Jamestown, Ohio.

BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stoney Island Ave., Chicago.

FOR SALE CHEAP, 3 million ft. 2x6, 2x8 W. P. cribbing, long timbers, corrugated iron; also 21 Fairbanks-Morse scales. Ruel & Carr, Wreckers, Toledo & Wabash Elevator No. 5, Foot Courtland Ave., Toledo, Ohio.

HAY PRESSES FOR SALE.

AT HALF ITS VALUE, one Alligator full circle box hay press and straw press, 17x22 for sale or will exchange for a good lime grinder and pulverizer. H. C. Kyner, Shippensburg, Pa.

H. MELVIN MAHIN

Commission Dealer in
Kansas and Oklahoma Broom Corn
Consignments Solicited
5300 Armour Ave., Chicago

SITUATIONS WANTED.

WANTED POSITION as manager or will lease elevator. 5 years experience, good reference. Address R. A. Y., Box 6, Grain Dealers Journal, Chicago.

CAN YOU USE an elevator man? Had experience inspector, clerk and buyer. Can give the best of reference. Address A. D. J., Box 6, Grain Dealers Journal, Chicago.

WANTED—POSITION by young man 25 years of age; 4 years' experience. Expert gasoline engine; good bookkeeper; best reference. Go anywhere. Address Ed, Box 4, Grain Dealers Journal, Chicago.

MANAGER OF ELEVATOR, either with a mill or a country station, wants position. Have had 25 years' experience and can give references. Address A. C. P., Box 3, Grain Dealers Journal, Chicago.

MANAGER of elevator and coal yard wants position. Experienced; age 42, married. Am the right man for the right place. Address A. E. L., Box 6, Grain Dealers Journal, Chicago, Ill.

MANAGER OF COUNTRY ELEVATOR wants situation. Have served one of the largest grain handlers in the country. Am a good judge of grain. Married, clean record, good habits. Address M. I. T., Box 7, Grain Dealers Journal, Chicago.

YOUNG MAN in Illinois desires position as manager of country station; 6 years' experience; can give bond and best of references. Salary \$60 per month. Address Fred, Box 7, Grain Dealers Journal, Chicago, Ill.

WANTED—POSITION running an elevator. 20 years' experience with all kinds of grain and seeds. Also understand elevator machinery and gasoline engines. Can give best of reference. Address Position, Box 7, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED. Capable man of 37, married, competent bookkeeper and accountant, two years' experience in grain, feed and seed business, reliable and sober, would like to secure connection with some reliable company. Preferably Wisconsin or Minnesota. Willing to invest from \$1,500 to \$2,000 with going profitable business. Best of references. Address C. W. J., Box 4, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—A bright, experienced elevator man who understands machinery and is a good judge of grain. State wages expected. Address Ville, Box 7, Grain Dealers Journal, Chicago, Ill.

FIRST-CLASS SALESMAN wanted to call on elevators and flour mills for machinery specialty. Good opening for right man. State age, experience and salary required. Address Richardson Scale Co., 3 Park Row, New York.

PARTNERS WANTED.

WANTED PARTNER wholesale grain mill product business, excellent opportunity for good profits. Address C. W. Binkley, care of Board of Trade, Oklahoma City, Okla.

HAY WANTED.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

WE ARE IN THE MARKET for hay and straw. Write or wire price f.o.b. your track. Standard Hay & Grain Co., 387 Bourse Bldg., Philadelphia, Pa.

Want a Job? —Advertise in the Situations Wanted columns of the Grain Dealers Journal.

500 TONS IMPORTED**White Kaffir Corn**

for October or November delivery, guaranteed to arrive cool and sound. Wire or write us for firm delivered quotations.

J. BOLGIANO & SON, Baltimore, Md.

Please mention Grain Dealers Journal.

THE EXPERIENCE OF OTHERS**GRAIN DEALERS JOURNAL**

255 La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents.

Name of firm.....

Capacity of Elevator.....

Post Office.....

bus.....

State.....

SEEDS FOR SALE.

RED CLOVER, MAMMOTH, CLOVER and alsike for sale. Write for samples and prices. S. Bash & Co., Ft. Wayne, Ind.

SEEDS FOR SALE. Clover, timothy, millet, hungarian, red top and other field seeds. Write for prices. Illinois Seed Co., Chicago, Ill.

CLOVER SEED—Would like to get in touch with concerns buying alsike and clover seed. F. B. Stevens & Co., Chatham, Ont., Can.

ALFALFA SEED, grown in Artesian Valley for sale. Also cane, millet and kaffir corn. Write for prices. Meade Grain & Seed Co., Meade, Kans.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jasper, Newsum & Co., New Madrid, Mo.

FOR SALE. We make a specialty of Kentucky grown orchard grass and Kentucky fancy blue grass, car lots or less. Make your wants known. Louisville Seed Co., 104 S. Second St., Louisville, Ky.

JOHNSON GRASS SEED. Now in position to supply reasonable quantity choice, new crop seed. Suggest early purchases as crop is small and demand heavy. At close of last season could not be had at all. Pittman & Harrison Co., Sherman, Texas.

CHOICE HOME GROWN CLOVER, medium or mammoth, alsike and timothy. Raised in the best seed territory in the United States. In quantities from one bag to car loads. Samples and prices on request. Ask us about seed oats. The Sneath-Cunningham Co., Tiffin, Ohio.

FOR THE WHOLESALE TRADE ONLY: We have a consignment consisting of carloads European dodderfree alfalfa, also crimson clover stored in New York. We offer Bromus Inermis and meadow fescue. Apply to our representative I. L. Radwaner, 229 Broadway, New York City. R. Liefmanns Sons, Successor, Hamburg, Germany.

G. S. MANN—SEED BROKER

715 Postal Telegraph Bldg., Chicago, Ill.

ALFALFA SEED WANTED { I have Buyers for new crop alfalfa seed free of noxious weeds for prompt or later shipment. State quantity, price and mail at least 2 oz. samples

THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments Solicited.
Send Us Your Samples.

ASK FOR OUR DAILY BIDS
TOLEDO, OHIO

Red Clover, Timothy, Alsike,
Mixed Alsike and Timothy.

BUY OR SELL. Send samples stating quantity

THE ADAMS SEED CO.
Decorah, Iowa

OKLAHOMA GROWN SEED CORN

Specially Selected and Distributed
by

J. E. FARRINGTON SEED HOUSE
Chickasha, Oklahoma

SEEDS WANTED.

MEDIUM RED CLOVER, WHITE CLOVER and alsike wanted. Send samples. Younkerman Seed Co., Council Bluffs, Ia.

SEEDS WANTED—Clover, timothy, millet, hungarian, red top and other field seeds. Send samples. Illinois Seed Co., Chicago, Ill.

WANTED NORTHERN SEED RYE in car lots, also clovers, timothy and red top. Send samples stating quantity and price. Louisville Seed Co., 104 S. Second St., Louisville, Ky.

WE WANT medium, mammoth, alsike and alfalfa seed, also timothy. We will pay the highest market prices. If in the market to buy, ask for our samples. Kraus & Apfelbaum, Columbia City, Ind.

FARM SEEDS WANTED. Regenerated Swedish select oats, early champion oats, Oderbrucker barley, spring wheat, any variety, medium red clover, alsike, white clover, alfalfa, timothy, Kentucky blue grass and all other farm seeds. O. W. Pearson Grain Co., 1003 35th St., Chicago.

GRAIN FOR SALE.

WHEAT, CORN, OATS and Kaffir corn for sale. Delivered prices made on request to any points in the U. S. Stevens-Scott Grain Co., Wichita, Kans.

GRAIN WANTED.

FARMER'S ELEVATOR, Wheatland, Ind. We are country buyers of grain. Please bid for our grain. E. M. Smith, Secy.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

THE ALBERT DICKINSON CO.

**Clovers
Timothy
Flaxseed
Bromus inermis
Dwarf Essex Rape Seed
Main Office, CHICAGO, ILL.**

SEEDS

**Blue Grass
Orchard Grass
Millets, Hungariae
Redtop, Seed Corn
Peas, Beans, Bags, etc.
MINNEAPOLIS, MINN.**

WE ARE DEALERS IN SEEDS
Timothy, Clovers, Millets, Etc.
Also Seed Grain
MINNEAPOLIS SEED CO. MINNEAPOLIS, MINN.

WE BUY PURE SOFT WINTER WHEAT CHOICE WHITE CORN (either ear or shelled)

Cincinnati official weights and grades final.

PERIN BROS., Millers Cincinnati, Ohio

Genuine Texas Red Rust Proof Seed Oats

Selected and Recleaned. Even weight printed bags.
Car lots only.

TERMINAL GRAIN COMPANY Fort Worth, Texas

WE PAY CASH FOR FIELD SEEDS.

Kaffir Corn, Milo Maize, Sunflower Seed

Send samples and quote prices. Can use the above in small lots shipped in cars containing choice yellow corn, standard white oats and choice feed barley.

EDWARDS & LOOMIS CO., 342-352 No. Elizabeth St., Chicago, Ill.

Established 1875
The M. G. MADSON SEED COMPANY
SEED GROWERS, IMPORTERS and MERCHANTS
MANITOWOC, WISCONSIN

SEEDS

**Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS**

THE INVINCIBLE Combination Scourer, Clipper and Cleaner

*Two machines in one at
about the one cost*

The best way to treat oats is to put them through this wonderful machine—it cleans, scours or clips, or all three on one operation.

To operate as a cleaner only a "carry-by-spout" is used, which brings into play the shaking shoe and screen action, as well as the air separation in the first and second separating trunks, making of this machine practically a receiving separator.

When used as a scourer or clipper the "carry-by-spout" is removed and the regular feed spout leading to the cylinder is inserted. This change is easily and quickly made.

For particulars and other information
write nearest office.

Invincible Grain Cleaner Co.
SILVER CREEK, N. Y.

Represented by J. H. PANK, 512 Traders' Building, Chicago, Ill., Phone Harrison 667.

C. L. HOGLE, 623 Board of Trade, Indianapolis, Ind.

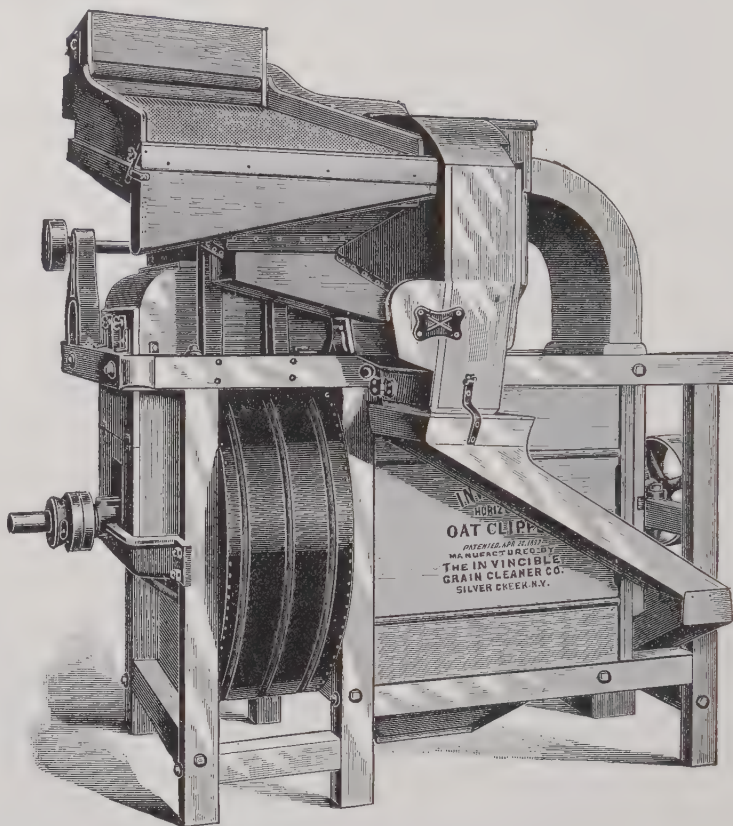
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.

N. W. Representatives: STRONG-SCOTT MFG. CO., Minneapolis, Minn.

FRANK E., Kingsbury Terminal Hotel, St. Louis, Mo.

CHAS. H. STERLING, Jefferson House, Toledo, Ohio.



HOW TO SELL YOUR GRAIN NET and at a PREMIUM

If you will send for our new book; **Modern Methods of Grain Cleaning and Separating**, you will learn how elevator and warehouse operators, cleaning and separating their grain on a **NEW PROCESS**, are able to market their grain without dockage and at a price above the market.

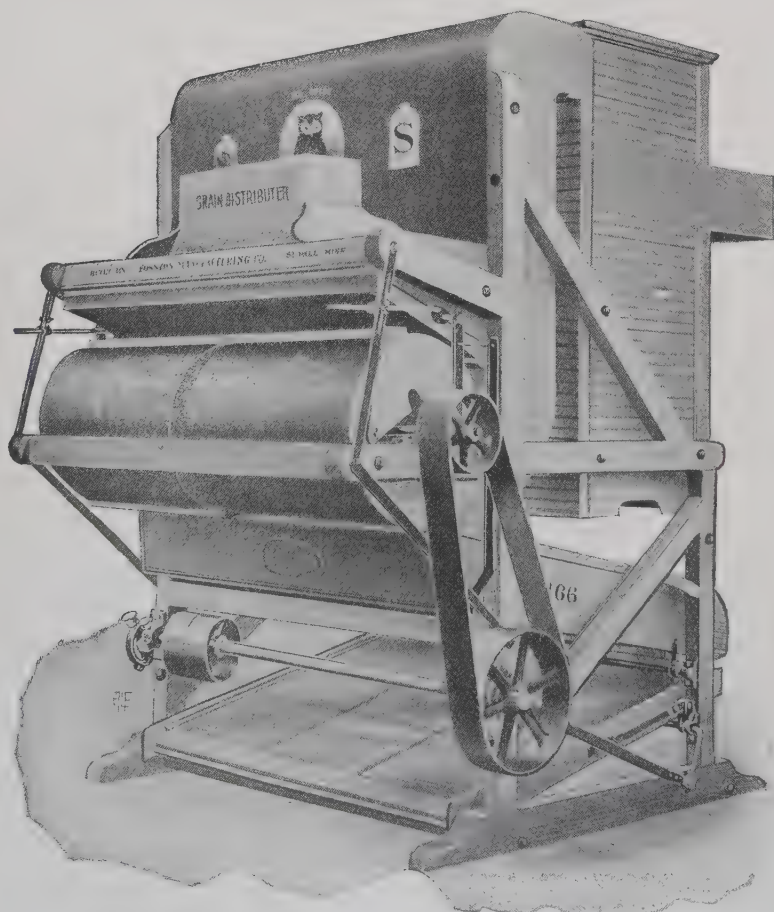
Only actual facts and figures are given in this catalogue, taken from the books of the elevators and testified to over the signatures of the Managers.

The NEW PROCESS COMBINATION CLEANER AND SEPARATOR

is the latest invention in the grain cleaning machinery line and it separates and cleans grain on entirely different principles than any other machine. It will pay you to investigate the merits of **The NEW PROCESS** before deciding on any other make.

Be sure to send for our book at once.

Fosston Manufacturing Co.
Merriam Park, St. Paul, Minn.



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10th and 25th of Each Month
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CHARLES S. CLARK,
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The Advertising

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the leading Journal.

Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., OCTOBER 10, 1910.

THE RAILROADS having failed to fully justify the proposed increase in freight rates, the Interstate Commerce Commission has again postponed the advance, and unless they can justify other increases, the shippers will not be called upon to pay all the traffic can stand.

THE OWNERS of elevators located on private property have no difficulty whatever in collecting damages from railroad companies when plant is burned as the result of sparks emitted by passing locomotives or when side of elevator is pushed in by derailed cars. The desire of the railroad companies to exact greater and greater rentals for elevator sites together with their eagerness to settle for damages when elevator is located on private property is rapidly increasing the number of grain elevators on owner's land. When the grain dealer's plant is located on his own ground he has absolute control of it and naturally feels independent of the railroad company and is not afraid to stand for his own rights in the matter of cars and claims for loss or damage. He can sell to whomsoever he chooses without consulting the railroad officials regarding transfer of lease. It would be much better if every grain dealer was independent of the railroad companies in everything except transportation.

ARBITRATION AS a means of settling trade differences and disputes continues to gain friends and most of the grain trade organizations are using it more effectually than ever in helping members to avoid misunderstandings as well as disputes. Now that the National Asso. has finally decided to go to the expense of printing and circulating all of the decisions rendered by its arbitration committees, grain dealers will have a better opportunity to familiarize themselves with the essentials to a safe contract. Haste and lax methods of doing business are to blame for more trouble than any desire to be dishonest. As the trade becomes better posted and all those engaged in it become more familiar with arbitration decisions and trade rules, fewer differences will arise, because the members will exercise greater caution in making contracts.

THE CROP REPORT Committee of the National Asso. has presented some excellent recommendations which every grain dealer who is alive to his own business interests should read carefully. The grain trade as well as the rest of the country is sorely in need of more reliable crop and weather reports. Too often are grain dealers misled by wild rumors circulated for selfish reasons by speculators. Were the state and federal reports absolutely reliable and dependable little attention would be paid to reports compiled through the efforts of private companies. The money now wasted in the free distribution of worthless seeds if diverted to the use of these two bureaus would result in the reports being a credit to the agricultural department. The grain dealers of the country have much influence at Washington and if they will only exert it the needed reforms can easily be brought about.

DOCKING shortage claims to allow for so-called natural shrinkage of grain in transit has now been discontinued by most of the western roads and will be abolished by the eastern lines if the grain shippers will protest against the unreasonable practice and stand for their just rights. As the chairman of the Natural Shrinkage Committee of the National Ass'n pointed out in his report to the convention here this week any shrinkage due to evaporation is offset by gain in weight due to absorption of moisture while in transit. The position of the carriers is absolutely indefensible. They cannot prove shrinkage in a majority of cases and to justify the deduction it becomes necessary for them to prove the shrinkage in each case. Any shipper who is disposed to fight their exactions can go into court and collect full amount unless the carrier is able to prove the shrinkage and this they would not even attempt to do because the cost of proving it would amount to many times the deduction.

NEW CORN will soon be marketed in some sections of the country and some Indiana dealers say it can safely be handled by Nov. 1st. The number of dealers crippled and put out of business by attempting to handle corn last winter when it was not in fit condition to handle, should be sufficient warning for men possessing a competence to be very careful about handling new corn before it is in prime condition.

SHIPPERS who have any doubt as to the legality of the rate quoted them can upon written request get a written statement of the rate applicable to the shipment described. By so doing they will cause the freight traffic officials to exercise unusual care and protect their businesses from unexpected and distressing losses. The new law, as pointed out by J. C. Lincoln before the National Ass'n, provides for the punishment of those giving out erroneous information.

SHIPPERS who contract grain for delivery next spring should not overlook the fact that they may have higher freight rates in force by that time and many other conditions affecting transportation which will make the cost for delivery of grain much more than under present schedules. The Interstate Commerce Commission has suspended the proposed advance in freight rates until February and unless shippers are quite vigorous in their protests the railroads may be permitted to gratify their greed and increase the rates to their liking. Transit and reshipping privileges may be wiped out or altered so that in addition to the usual risk of price changes, the shipper has a number of unusual conditions to take into consideration.

LAX GRADING under uniform rules should not be confused with the rules themselves. The trouble is largely due to the eagerness of inspectors to get grain out of the markets. Naturally they wish to reduce their responsibility for deterioration and off-grading and, no doubt, they will continue to pass many cars of line grade grain to a higher class than it is really entitled to and until some means is adopted for supervising and checking the work of the out-inspectors of the different markets, the complaint of laxity will be thoroly believed in by buyers. None will deny that the buyers often have just grounds for bitter complaint, and the general impression is that they are given entirely too much cause. Federal supervision has been suggested by some as one of the essentials to real uniformity. Federal supervision would be but another step toward federal inspection. The greatest affliction today the state inspection departments have to contend with is the politician. Not one of the chief inspectors now in charge of the state departments, but could give far better results and more satisfaction to all sections of the trade if he were given free control of his department and permitted to employ whomsoever was competent to grade grain regardless of political affiliations.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Princeton, Ill., Oct. 5.—Corn is looking good and we will have about 80% of a full crop; same quality as last year; 15% of the old corn in farmers' hands.—Karr & Fishel, agts. Neola Eltr. Co.

INDIANA.

Rushville, Ind., Oct. 4.—Wheat sowing is about finished in this vicinity; quite a large acreage put in. Corn is fine and out of danger of frost; we will have a bumper crop. Some old corn in farmers' hands yet. Most of the wheat is unsold.—A. Mull.

IOWA.

New London, Ia., Sept. 28.—Quality of wheat and oats this year was excellent; good yield. Corn will average about 35 bus. per acre; 5% of the old corn is still in farmers' hands.—Hayes & Hemmings.

KANSAS.

Kiowa, Kan., Oct. 5.—Ground is in good condition and a large acreage of wheat is being put out.—C. Dickson, mgr. Farmers Grain & Merc. Co.

KENTUCKY.

Frankfort, Ky.—Kentucky's October crop report rates the condition of corn at 91% against 73% in September; but the government's report for September made the corn condition 82%, indicating a crop of 95,000,000 bus. against 103,000,000 bus. last year. Prospective acreage of wheat is 92% of last year's, only 26% of the acreage is now sown; acreage harvested of 1910 crop, about 750,000 acres yielding approximately 9,500,000 bus.

MARYLAND.

Freeland, Md., Oct. 6.—Wheat in northern part of Baltimore County is a fair crop, averaging about 15 bus. per acre; rye about half a crop, 10 bus. per a. Oats were good, about 30 bus. per a. We estimate only half a crop of corn on account of dry weather. We have had no rain of any consequence since harvest. Prices: wheat, 90c to 95c; oats, 35c; rye, 70c. Potatoes a half crop, 40c to 45c.—John H. Keeny.

MINNESOTA.

Brandon, Minn., Sept. 29.—Crops are good here; wheat from 20 to 30 bus. per acre.—H. C. Hanson, agt. Andrews Grain Co.

MISSOURI.

St. Joseph, Mo., Oct. 12.—Corn in southern Kansas is not good; lots of white tassels.—T. P. Gordon.

NEBRASKA.

Bee, Seward p. o. Neb., Oct. 8.—Wheat in this locality averaged about 20 bus.; oats about 35 bus. Corn is good with an average acreage. Farmers are holding most of their wheat and oats. They also hold considerable old corn and most of it will be held over.—A. J. Gumbel.

NORTH DAKOTA.

Buchanan, N. D., Sept. 28.—Wheat here averages 4 bus. per acre and oats about 10. Flax has not been threshed.—A. E. Riemann, mgr. Monarch Eltr. Co.

OHIO.

Antwerp, O., Oct. 11.—Corn crop in this territory is the best we ever had.—J. L. Doering, Peoples Eltr. Co.

St. Paris, O., Oct. 11.—Corn in this part of the state will be nothing extra; we had too much dry weather during the growing season.—J. H. Meyers.

Cable, O., Oct. 11.—We shall have an average crop of corn in this part of the state and the quality will be only fair.—O. M. Clark.

OKLAHOMA.

Isabella, Okla., Oct. 5.—About ¾ of the wheat in the farmers' hands. They are holding for higher prices and all are able to hold. We raised no corn this year but a bumper wheat, oats and feed crop.—Jarvis & Fay.

PENNSYLVANIA.

Sunbury, Pa. — Acreage of buckwheat same as last year; yield not more than half crop; dry weather cause of short crop.—Blank & Gottshall.

SOUTH DAKOTA.

Freeman, S. D., Oct. 3.—This vicinity is having its rainy season now, having had general rains the last two days. A good

share of this year's crop of small grain has already been marketed. Corn is fair and will average about 38 bus. per acre. Threshing is mostly all done and very little fall plowing left. Corn husking will commence about the middle of the month.—W. H. Borman.

VIRGINIA.

Holland, Va., Oct. 7.—Our corn crop is short, about 75% of an average yield.—A. Edwards & Co.

WISCONSIN.

Wautoma, Wis., Sept. 22.—The yield of buckwheat will average from 15 to 20 bus. Because of the dry weather only 33% of an acreage was sown.—Wautoma Mfg. Co.

GOVERNMENT CROP REPORT.

Washington, D. C., Oct. 10.—The U. S. Dept. of Agriculture reports the condition of corn as follows:

	Oct. 1, 1910.	Sept. 1, 1910.	Oct. 1, 1909.	10-yr. Oct. Av.
Ill.	83	86	84	83
Ia.	86	82	77	81
Tex.	75	75	50	69
Kan.	62	59	57	67
Mo.	86	83	69	78
Neb.	72	68	69	76
Okla.	51	50	46	70
Ind.	88	85	90	84
Ga.	87	88	87	83
Ohio	79	72	86	83
Tenn.	84	85	74	79
Ky.	84	82	82	82
Ala.	94	92	73	78
Miss.	95	93	67	73
N. C.	86	86	77	81
Ark.	90	91	64	74
La.	91	90	84	78
S. C.	87	86	81	78
S. D.	77	82	90	82
Va.	83	82	76	86
Mich.	78	77	82	83
Minn.	83	83	92	82
Penn.	81	78	66	83
Wis.	77	75	80	83

U. S. 80.3 78.2 73.8 78.4

Oats yield is reported as follows:

	Per acre.	*Total.	Per acre.	*Total.
	Bus.	Bus.	Bus.	Bus.
Ill.	38.0	170,088	36.6	159,064
Iowa	37.8	162,540	27.0	116,100
Minn.	28.7	78,523	33.0	90,288
Neb.	28.0	72,716	25.0	61,825
Wis.	29.8	68,629	35.0	79,800
Ind.	35.2	66,000	30.5	55,510
Ohio	37.2	65,658	32.5	56,225
N. D.	7.5	12,210	32.0	49,600
S. D.	23.4	34,609	30.0	43,500
Mich.	33.9	51,020	30.5	43,310
N. Y.	34.5	46,161	28.2	37,365
Penn.	35.2	35,130	26.0	25,948
Kan.	33.0	38,181	28.2	27,185

U. S. 31.9 1,096,396 30.3 1,007,353

*Three ciphers omitted.

Spring wheat, all wheat, oats and barley show the following yields:

	Per acre.	*Production.	Per acre.	*Production.
	1910.	1909.	1910.	1909.
	Bus.	Bus.	Bus.	Bus.
Spring wheat	11.8	15.8	233,475	290,823
All wheat	14.2	15.8	691,769	737,189
Oats	31.9	30.3	1,096,396	1,007,353
Barley	22.4	24.3	158,138	170,284

*Three ciphers omitted.

The condition of buckwheat Oct. 1 was 81.7, against 79.3 last year; of flaxseed 47.2, against 84.9; and of rice 88.1, against 81.2 on Oct. 1, 1909.

Spring wheat yields are reported as follows:

	Per acre.	*Total.	Per acre.	*Total.
	1910.	1909.	1910.	1909.
	Bus.	Bus.	Bus.	Bus.
N. D.	5.5	39,716	13.7	90,762
Minn.	16.0	94,080	16.8	94,080
S. D.	12.8	46,656	14.1	47,588
Wash.	14.5	12,006	20.6	15,656
U. S.	11.8	233,475	15.8	290,823

*Three ciphers omitted.

Grass Seed Dealers Meet.

The board of directors of the Wholesale Grass Dealers Ass'n held a meeting Oct. 13 at the La Salle Hotel, Chicago.

Those present were: Albert McCullough (Pres.), Chas. D. Boyle (Vice Pres.), J. L. Peppard (Sec. & Treas.), Robt. Pommer, Chas. Dickinson, A. E. Reynolds, George Green, John Smith.

The meeting was for the purpose of discussing general conditions affecting the trade which it was mutually agreed have

been very satisfactory during the past year. Favorable comments were made on the increased demand for higher grades of seed which seems to indicate a noteworthy change in the attitude of the discriminating buyer.

Entertainment G. D. N. A. Ladies.

The official entertainment for the ladies began on Tuesday afternoon.

Of course, Bert Boyd always entertains as many of the ladies as is judicious at one time, and many of the other gentlemen succeeded in making convention days glide by smoothly for the fair ones, but on Tuesday Mr. David Noyes, Chairman of the Board of Trade Entertainment Com'te, took up the glove thrown down by a jolly visiting lady, who declared she felt that Chicago's breastplate of hospitality had become tarnished.

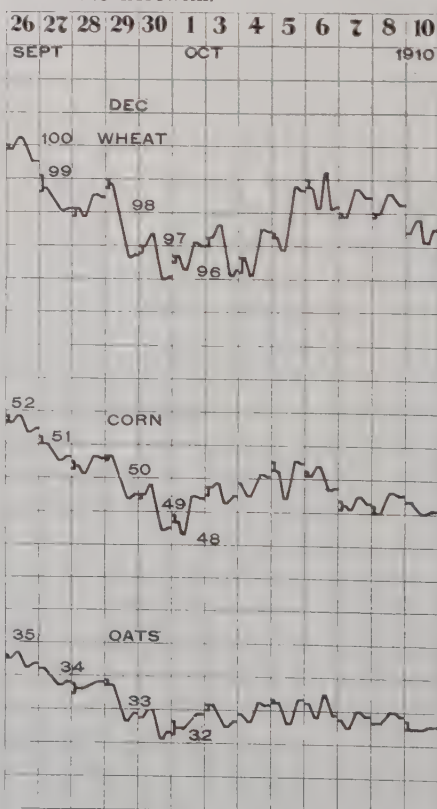
Mr. Noyes engaged several autos and then found that the noses he had counted had doubled, not in Pinnocchio fashion, but in numbers, and so the poor chap had several ladies on his shoulders or rather on his hands, but he was equal to the emergency and took the extra ladies in taxis.

They rode thru the south side parks to the South Shore Country Club, where they had tea, admired the beautiful club house, and then enjoyed the fragrant autumnal air and the charming ride thru Lincoln Park.

On Wednesday the ladies were invited to enjoy the Chocolate Soldier, one of the best light operas Chicago has had for many moons. The tickets for the Slim Princess were all sold out because one of the "darling actors" looked just like Bert Boyd and another handsome chap was a duplicate for Mr. Harry G. Smith.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the December delivery at Chicago for two weeks prior to Oct. 10 are given on the chart herewith.



Changes in Grain Rates.

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

ICC No. 755 as issued by the Sou Ind gives rates on grain from stations in Ind. to points in Ind., Ky. and O.; effective Oct. 23.

Amend 6 to ICC 5650 re-arranges rates on corn, oats, rye and barley between stations in Iowa and East St. Louis, Ill., in effect, Oct. 27.

Can Pac Car and Pass, ICC No. 1, sets rate on ex-lake grain, from Prescott, Ont., to Ogdensburg, N. Y., at \$3.50 per car; effective Sept. 30.

Rules becoming effective Oct. 20 which govern the stopping of grain at Indianapolis, Ind., to be inspected are published by the Big Four in ICC 5558.

Rates on grain, grain products and seeds between M. K. & T. stations in Kan. and M. K. & T. stations in Mo. are given by that road in ICC A3461, coming into effect Oct. 27.

The Pennsylvania in Sup 1 to ICC No. SS855 makes rates on grain and products from Allegheny and Buffalo divisions stations to stations on its lines and connections; in effect, Oct. 28.

An advance to 7½c is announced by the Erie in ICC 8644 on corn, flaxseed, oats, rye and wheat from ex-lake at and east of Buffalo, N. Y. to Allegheny, Butler and Pittsburg, Pa.; effective Oct. 26.

C C C & St L in ICC 5560 shows allowances granted for transfer of grain at East St. Louis, Granite City, Venice, Ill., and St. Louis, Mo., when destined to southeastern or Carolina territory; effective Oct. 20.

The Lake Shore in Sup 3 to ICC A2532 quotes rates on grain and products from Chicago, So. Chicago, Ill., Indiana Harbor, Ind., and L. S. & M. S. stations, also from stations on connecting lines to C. F. A. points; Oct. 19.

In Sup 5 to ICC 2452 the Vandalia publishes rules governing allowances for transfer of grain, storage, reconsignment, stop-off, diversion, milling, mixing, shelling and transit privileges; effective, state, Sept. 21; interstate, Oct. 19.

The Soo line announces in ICC 2823 the rate on grain, flaxseed, flaxseed screenings, flaxseed hulls, grain screenings and spelts from stations in Minn. and Superior, Wis., when originating beyond to Ohio river crossings and C. F. A. points; in effect Oct 25.

The M. & O. in Sup 2 to ICC No. A657 gives rates on grain, cleaned, clipped, graded, inspected, milled, mixed, sacked, shelled, stored or weighed at Cairo, Ill., to shipside, Mobile, Ala., New Orleans, La., and Fort Chalmette, La. and Knights Key, Fla., when for export; Oct. 9.

Sup 7 to ICC 4769 issued by the Santa Fe gives the rate on grain, grain products and hay, from Santa Fe stations and connections in Kan., Colo. and Okla., also Kansas City, St. Joseph, Mo., Superior, Neb. and Minneapolis, Minn., to N. M. and Ariz. stations; effective, Nov. 7.

The C. M. & St. P in Sup 77 to ICC A9945 gives rates on flax or millet seed, flour and grain, between Chicago, Ill., Milwaukee, Racine, Wis., Duluth, Cloquet, Minn., or Superior, Wis., St. Paul, Minn., and rate points and stations in Ia., Mo., Minn., N. D. and S. D.; effective Oct. 20.

The Ill Cent in ICC A7684 gives rates on barley, corn, oats, rye and wheat, from Ill Cent points and connections to Pekin and Peoria, Ill.; effective, state, Sept. 24; interstate, Nov. 3.

A proportional rate of 14c is quoted by the Wabash in ICC No. 2549 on corn from Chicago, Ill. (when from beyond) to Goderich and Weissenburg, Ont., for milling and reshipping; effective Oct. 24.

The C. M. & St. P announces that the rate on corn, oats, rye and barley from St. Paul, Minneapolis and Minnesota Transfer, Minn., when originating beyond, to Kewaunee, Wis. will be 7½c after Oct. 24; shipment forwarded under this arrangement may be cleaned in transit at Green Bay, Wis. without additional charge.

Leaking in Transit.

Shippers who favor their brother sufferers by sending reports of cars they see leaking grain in transit, to the Grain Dealers Journal for free publication, encourage others to report their cars when seen leaking in transit. We have received reports on cars leaking grain as follows:

C., M. & St. P. 43536, loaded with wheat, had drawbar pulled out while train was switching at Worthing, S. D., Oct. 10, and would estimate about 100 bus. of wheat lost out, some of which is being picked up by railroad company and balance in car is being transferred into C., M. & St. P. 23120.—J. Madden & Son.

C., M. & St. P. 23120 was loaded with wheat at Worthing, S. D., Oct. 10, transferred from C., M. & St. P. 43536, that had drawbar pulled out while switching at same station, and lost about 100 bus. of wheat.—J. Madden & Son.

A Car of Yellow Corn on extra east on Ill. Cent. R. R. at Wilke, Ia., Oct. 8, leaked badly on south side of car.—T. E. Blodgett.

D. L. & W. 22403 was set out for repairs at Sherwood, Ohio, Oct. 4, leaking yellow shelled corn on north side. Patched up by car repairer.—Fred Kalmbach, prop. West Side Eltr.

N. Y. C. & H. R. 16128, loaded with yellow shelled corn, stood on the side track in Houston, Ohio, on the morning of Oct. 2, with one end out and about 150 bus. of corn on the ground.—C. H. Ginn, mgr. Farmers Eltr. Co.

C., R. I. & T. 150142 passed thru Mineral, Ill., on R. I. Oct. 1, leaking corn badly at drawbar. Had no time to examine.—C. A. Cole, mgr. Mineral Grain Co.

N. Y. C. & H. R. 45811 passed thru Arlington, Ind., Oct. 1, going east on local freight, leaking shelled corn from bottom of car; a bad leak, had no time to fix it.—Hutchinson & Son.

G. N. 22534, capacity 80,000 lbs., passed thru Penn. N. D., Sept. 27, leaking a half-inch stream of good, dry wheat at hopper bottom "trap door." The train merely slowed up so I had no time to stop the leak.—H. C. Kornder, agt. Imperial Eltr. Co.

B. C. R. & N. 64314 was in the yards at Stuart, Ia., Sept. 26, with side door open, no seal.—Thos. Woof.

M. & O. 18647 had oats transferred into it at Stuart, Ia., Sept. 26, from bad order car C. R. I. & P. 26585.—Thos. Woof.

J. R. I. & P. 26585 came into yards at Stuart, Ia., Sept. 26, leaking oats at front trucks; casting broke on the south side and siding gave way. When switched it leaked about 40 bus. on right-of-way. Oats were transferred into Mobile & Ohio 18647.—Thos. Woof.

Pennsylvania 9221 passed thru Mineral, Ill., Sept. 24, on C. R. I. & P., leaking oats badly at bolster under car.—Chas. A. Cole, mgr. Mineral Grain Co.

L. S. & M. S. 7458 passed thru La Fayette, Ind., Sept. 23, going east over the Big 4, loaded with yellow corn and leaking very badly over truck.—W. J. Gougar, Higgins Grain Co.

Mo. P. 30729 passed thru Otis, Kan., Sept. 22, eastbound, loaded with wheat and leaking at drawbar.—H. J. Meisinger, agt. Lindsborg M. & Eltr. Co.

Mo. P. 28459 passed thru Otis, Kan., Sept. 22, going east, loaded with wheat and leaking at drawbar.—H. J. Meisinger, agt. Lindsborg M. & Eltr. Co.

Geo. F. Piper Chosen Pres. of Minneapolis Chamber.

The Minneapolis Chamber of Commerce has always been fortunate in finding men with large interests of their own who are willing to accept the presidency of the grain exchange. This in the



Geo. F. Piper, Minneapolis, Minn.
Pres. Chamber of Commerce.

past has contributed much to the businesslike methods characterizing the administration of the organization's affairs.

In choosing George F. Piper to be pres. for the ensuing year the Chamber of Commerce is to be congratulated, for Mr. Piper is one of the strong men of the Northwest. He was born at Minneapolis in 1856, spent his boyhood on a farm in southern Minnesota, attended Normal School at Mankato and the University of Minnesota, but did not graduate from the latter institution, as his father could not spare him.

At Mankato Mr. Piper engaged in the business of manufacturing linseed oil, and also for several years handled Standard Oil products. In 1895 he removed to Minneapolis where he continued in the oil business and branched out into grain, elevators and Canadian development. He is treasurer and director of the Midland Linseed Oil Co., head of the flaxseed firm of Piper & Co., a member of the firm Piper, Johnson & Case, grain and stock brokers, a director of the Security Bank and identified with other Minneapolis corporations.

Mr. Piper was pres. of the finance committee that planned the construction of the new Chamber of Commerce building. For nearly 10 years he was vice pres., and hitherto had declined to be a candidate for the presidency. As soon as he accepted the nomination no one would contest the election against him Oct. 6.

Golf is Mr. Piper's favorite game and he puts in most of his time at it. He is a member of the Minneapolis Club board of governors, and vice pres. of the Minikahda Club. A portrait of Mr. Piper is reproduced in the engraving herewith.

Forget to drain the water jacket and you will not need the weather report to discover it was quite frosty last night.

The Department of Agriculture, Washington, has recently issued a set of 15 charts on the composition of food materials printed in six colors, 21x27 ins.

It costs 3.8c per bu. to transport wheat from New York to Liverpool, but it costs the farmer 5.4c per bu. to haul the average of 9.4 mi. to the railroad station, on account of poor roads. To haul one ton of farm products one mile costs 23 cents in the United States and 8 cents on European highways.

A New Firm.

The well-known grain commission firm of T. E. Wells & Co. has been discontinued and its business has been taken over by B. S. Wilson & Co., which is composed of Benjamin S. Wilson and Harry Boore.

Mr. Wilson has been closely identified with the grain commission business for the last 30 years. He started as an office boy with the grain commission firm of J. C. Howell, afterwards operating as Howell, Beye & Co., of which Mr. Wilson was a partner at the time the business was discontinued. Mr. Wilson next became identified with the Continental Packing Co. of which T. E. Wells was President, and at the time the plant was sold he was secretary and treasurer of the company. Seven years ago the firm of T. E. Wells & Co. was organized by Mr. Wells and Mr. Wilson. When this firm was made a corporation Mr. Wilson became secretary and treasurer and continued as such until recently when the business was taken over by B. S. Wilson & Co.

Mr. Boore is a member of the firm of H. Boore & Co., and has been identified with the packing trade for a number of years.

The grain department of the new firm, as in the firm of T. E. Wells & Co., will be under the management of W. M. Timberlake whose 20 years active experience in handling grain in Chicago has made him familiar with every detail of the business as well as the whims of the buyers in the Chicago markets. For the last seven years he was in charge of the grain department of T. E. Wells & Co. His son, C. E. Timberlake, who assists him in this department, for several years operated country elevators at Pine Village, Ind., Pitwood and Martinton, Ills. He has a wide acquaintance and has experience in all branches of the grain business.

The new firm has also taken over the traveling men of the old firm.

W. W. Sylvester, who lives in Fort Dodge, and travels in Western Iowa has spent about 32 years in the state, his father having operated farms in the Franklin and Cerro Gordo counties and afterwards operated a grain elevator at Alexander. It was while operating this house that Mr. Sylvester became acquainted with the Timberlake selling. Later Mr. Sylvester became identified with Wilson and DeWolf, whom he served as buyer and traveling auditor. Finally he accepted a position as traveling solicitor for T. E. Wells & Co., he has made many friends in his territory and naturally secured a good line of shippers.

Edwin Mooers, who makes his headquarters at Sioux Falls, S. D., will represent the new firm in that section as he has heretofore, T. E. Wells & Co. Mr. Mooers has been identified with the grain business since 1887, he having engaged in country elevator business that year in Canada. After eight years in the office of A. D. Thomson & Co., at Duluth, he left to construct terminal elevators at Kingston and Goderich, Can. While at Kingston he operated a terminal elevator and later built a 600 barrel flour and cereal mill which he operated in conjunction with the elevator for about five years. When the Pawnee Cereal Co. started to erect its oatmeal mill at Cedar Rapids, Iowa, he was engaged as its Superintendent and while it was in operation he had charge of the plant. When it was closed down he accepted the position as traveling solicitor for T. E. Wells

& Co., and will hold the same position with the new firm.

With such a complete organization and an established business to start with, the new firm will surely reap a large measure of success.



W. W. Sylvester, Ft. Dodge, Ia.

When the dirt roads of the west are broken up by the frost next spring the farmer who has grain to haul to market will wish he had one of those aeroplanes with which Walter Brookins recently carried half a ton of dead weight from Chicago to Springfield.

J. C. Lincoln, pres. of the National Industrial Traffic League, has issued a call for a meeting to be held at the Congress Hotel in Chicago, Oct. 27. After the election of officers 30 different subjects will be considered and discussed, among them General Advance in Rates, Loss and Damage From Team Tracks, Tariffs Re-issued to Show Changes, Refund of Overcharges Developed in Revising Billing, Inspection at Large Terminals, Tracing of Freight, Preparation of Papers Supporting Claims, Uniform B/L—I. C. C., Uniform Order B/L—Federal Statute Relating to, Natural Shrinkage and Discrepancies in Eltr. Weights, and Simplification of Tariffs.



E. S. Mooers, Sioux Falls, S. D.

Meeting of Seed Improvement Committee.

The seed improvement committee of the Council of North American Grain Exchanges met at Chicago Oct. 11 during the convention of the Grain Dealers National Ass'n. In the absence of Chairman Cochran J. C. Murray of Chicago presided.

Geo. A. Wells, sec'y Western Grain Dealers Ass'n: The grain trade can do a great deal to encourage the state experiment stations. We found isolated farmers who were raising 60 to 80 bus. of corn to the acre. The country dealer ought to make it his business to locate the farmers in his territory who are raising good grain. We have farmers who are raising 40 bus. of wheat per acre.

We had Professor Holden bring 2 carloads of seed corn from Illinois into Iowa. It was handpicked and cost us \$6 a bu. We distributed it in 4,000 packages.

S. W. Strong, sec'y Illinois Grain Dealers Ass'n: Grain dealers of Illinois have been clamoring for money to establish a state experiment station in every county. There is no better place to place a bulletin than to nail it up on the office wall of the country elevator, where all farmers will read it.

We induced the agricultural college to give a prize for oats.

If a farmer can not get the price for fancy seed he will sell it to the elevator.

Professor L. H. Smith of Illinois Experiment Station: If turkey red wheat, which is the best yielder, is taken down to the southern part of the state it will show up poorly, 10th or 12th. Yields of Germany have been brot up 25 per cent by breeding. By selecting seed we have developed one variety of corn with the ear growing 6 ft. high up, and another having the ear 3 ft. from the ground. The low ear yield is as good as the high ear yield and the low ear plant matures earlier. We have in Illinois the oldest seed corn breeders ass'n in the country.

To get the improved seed into the hands of the farmers is the problem. We feel that we can do more working thru business men than with farmers. We have a mailing list of 40,000 farmers.

Geo. A. Wells: The Wisconsin station has a list of students who are authorized to grow seed grain, and we have furnished this list to grain dealers of Iowa and several carloads of seed have gone from Iowa to Wisconsin.

Professor Smith: We have a short course to which 800 to 1,000 farmers come in for instruction.

Professor F. H. Demaree, Missouri Experiment Station, Columbia: By sowing the heaviest seed the yield of all grain can be increased 4 bus. per acre, just by the farmer having a fanning mill. We have a number of farmers co-operating in raising pure seed, but their total output is but a fraction of one per cent of the seed required to cover our grain acreage.

If the grain dealers who wish to introduce good seed will write to us we can tell them just what variety of seed to ship in for their country.

J. D. McNamara of the Wabash road told of the circulars distributed by his company and prize offered which had awakened much interest.

M. McFarlin, Des Moines, Ia.: A grain dealer can do no better thing than to attend the short course at the state experiment stations. At Ames I have spent a day each year for the past 5 years.

The representatives of the various in-

terests told of the work they were doing in the line of seed improvement and many valuable suggestions were made. The work of collecting information, locating seed and general enthusiasm publicity will be taken up by the com'ite forthwith. The com'ite was much gratified to learn of the enormous activities of the different interests and will compile the data regarding this work, something which never has yet been attempted.

The com'ite will endeavor to obtain the co-operation of all other interests in order to make a national campaign of sustained effort.

The com'ite will report progress at the next Council of Grain Exchanges to be held in Chicago February.

In attendance were S. W. Strong, E. J. Smiley, sec'y. Kansas Grain Dealers Ass'n; Geo. A. Wells, Dr. Nikola Kaumanns, of the Imperial German Special Agricultural Commission, and Herr Quedefeld, German Embassy at Washington; A. L. Goetzmann, of Millers National Federation; S. F. Beardsley, St. Louis; Chas. D. Boyles and Geo. S. Green, Chicago, and L. C. Brown, La Grange, Ill.; Jas. Bradley, pres. Council of Grain Exchanges; N. L. Moffitt, St. Louis; F. S. Cowgill, Omaha; E. D. Bigelow, sec'y. Kansas City Board of Trade; J. Collin Vincent, Baltimore; Chas. C. Ramey, New York; Henry L. Goemann, Toledo; P. P. Donahue, Milwaukee; S. P. Arnot, Chicago, and Bert Ball, sec'y.

Many a man would be glad to unload his experience as a wheat speculator for half what it cost.

Receipts of winter wheat during the 14 weeks since June, as compiled by the *Cincinnati Price Current*, at St. Louis, Detroit, Toledo and Kansas City aggregated 33,998,000 bus.; against 30,272,000 bus. during the corresponding weeks of last year. Receipts of spring wheat at Chicago, Milwaukee, Minneapolis and Duluth for the 14 weeks totaled 58,810,000; compared with 55,245,000 received during the same weeks of 1909. Total wheat receipts at the eight primary markets, therefore, aggregated 93,808,000 bus. this season to Oct. 6, and 85,517,000 bus. for the same period of last season. During the week ended Oct. 6 the eight primary markets received 7,182,000 bus. against 11,117,000 bus. received in the corresponding week of last year.

Meeting Chief Grain Inspectors National Ass'n.

After a first executive session Oct. 10 the Chief Grain Inspectors National Ass'n held a second meeting Oct. 12 at Chicago.

E. H. Culver, of Toledo, O., pres. of the Ass'n, was chairman, and Alfred Anderson, of Buffalo, N. Y., was secretary.

The first business taken up was the election of new members and two new members were admitted, W. S. Powell, who some months ago became chief grain inspector for the Board of Trade of Cairo, Ill., and D. R. Gorden, who this year was appointed chief grain inspector of Kansas.

E. H. Culver: I participated three times in hearings before the House of Representatives Committee. It has become a very strenuous work, on account of disagreement among our members on the uniform rules.

Lack of uniformity is the basis on which the government bases its hobby. By agreeing on uniform rules we will take away grounds for this fight.

The McCumber bill is not on the calendar, but can be reported out at any time. I have requested the congressional committees to give all markets and state grain inspection departments notice of future hearings; and with a view to answering their questions I suggest that the dockages at different markets be compiled to overcome the false statements made at Washington with regard to these dockages. The big fight will come this winter.

Your Ass'n is looked up to by the representatives and senators at Washington. The men on the committees are getting thoroly posted. If I had gone there as a representative of a Board of Trade my influence would have been nothing. I went there as the representative of the Grain Inspectors National Ass'n.

It was unanimously voted to reimburse Mr. Culver for his expense in visiting Washington.

Treas. Anderson reported \$60.97 in the treasury.

G. H. K. White nominated Mr. Culver for pres. for the ensuing year. Over his objections that the work was strenuous

and that he felt he should be at home Mr. Culver was re-elected.

Sam D. Thomas was elected vice-pres., and Alfred Anderson of Buffalo was re-elected sec'y-treas.

G. H. K. White: I want it distinctly understood that if we have federal inspection New York will continue to ship out grain regardless of the government inspection.

E. H. Culver: By conferring with the inspectors at the seaboard I was able to present to the committee at Washington a clear statement of the difference between the "export" and regular grades of grain and to show that the foreign buyers in all cases were furnished with an exact description of the grain bot on an export grade, and that they should know what they were getting.

INSPECTION NOTES.

The convention was one of the best attended in recent years, 33 being present.

Treas. Anderson expressed himself as feeling very much relieved when re-election obviated the necessity of accounting for the cash in the treasury.

Having patted his back hair in position Seth Catlin at the adjournment of the session bid his associates a fond farewell, kissing them on the right cheek.

John O. Foering had to make a train before the group picture was taken, and the photographer made a portrait of the ex-pres. to be inserted later in the group.

Among those present were: Alfred Anderson, Buffalo, N. Y.; A. A. Breed, Milwaukee, Wis.; Seth Catlin, Boston, Mass.; W. S. Cowen, Chicago, Ill.; E. H. Culver, Toledo, O.; Frederick W. Eva, St. Paul, Minn.; Jno. O. Foering, Philadelphia, Pa., ex-chief inspector; Wm. Greiner, Indianapolis, Ind.; D. R. Gorden, Kansas City, Kan.; F. W. Harrison, Detroit, Mich.; J. E. Heniken, Cleveland, O.; Harry C. Nunn, Kansas City, Mo.; Geo. F. Munson, Cincinnati, O.; Wm. S. Powell, Cairo, Ill.; Geo. F. Powell, Omaha, Neb.; Frank B. Tompkins, Peoria, Ill.; S. D. Thomas, Baltimore, Md.; Sam Smith, Supervising Inspector, Chicago, Ill.; W. S. Upshur, Richmond, Va., ex-chief inspector; G. H. K. White, New York, N. Y.



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Rear Row, Left to Right: Geo. F. Munson, Cincinnati; P. J. O'Connor, private sampler, Chicago; H. C. Nunn, Kansas City, Mo.; A. A. Breed, Milwaukee; J. E. Heniken, Cleveland.
Middle Row, Standing: W. S. Powell, Cairo; F. B. Tompkins, Peoria; Wm. Greiner, Indianapolis; Geo. F. Powell, Omaha; Sam D. Thomas, Baltimore; W. S. Upshur, Richmond, Va.
Front Row, Seated: D. R. Gorden, Kansas City, Kan.; F. W. Eva, St. Paul, Minn.; W. Scott Cowen, Chief, Chicago; S. H. Smith, Supervisor, Chicago; Pres. E. H. Culver, Toledo; Sec'y Alfred Anderson, Buffalo; F. W. Harrison, Detroit; G. H. K. White, New York; Seth Catlin, Boston.

Fourteenth Annual Meeting

At Chicago, Ill.

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The 14th annual convention of the Grain Dealers' National Ass'n was called to order by President A. G. Tyng of Peoria, Ill., in LaSalle Hotel Monday morning, Oct. 10th, 1910

The Rev. Frank G. Smith, D. D., of Chicago, asked the invocation.

President Tyng delivered his annual address which follows:

President's Address.

We are here assembled for our fourteenth annual session. What has been done by this Asso. in its first thirteen years has been stated annually, and was covered most perfectly by President Reynolds at our last meeting in Indianapolis. I shall therefore confine what I have to say to the year just completed. I will not attempt to cover the total work done, as this will be given you by the various committees, who have so well and faithfully performed their duties during their terms of office. While I am familiar with all the work done by these various committees, yet it is due to them that their work be reported to you direct.

Membership: In the early part of the year it became evident that our great need was increased membership. The south seemed to afford the best field for such growth, and our efforts were turned in that direction, with the result of a large increase in membership from that section. While the expense of obtaining this increase was so great that we do not in this year's report show the full financial gain for such growth, but it will appear in the following year's report, and should be of great financial benefit.

Closing Hour of Exchanges: The last convention requested that an effort be made to have the various exchanges close at 1 p. m. in place of 1:15. The matter was taken up by this Asso. with various exchanges direct, and also through the Council of Grain Exchanges of North America at its meeting in Chicago, but without result.

Crop Reports: Instructions were also given to use all efforts possible to have the monthly government report issued after 1:15 in place of during trading hours. This matter was taken up and with good results and the change desired made, and now these reports are given the public at 1:30, Chicago time.

Trade Rules: Among the many benefits that have accrued to the grain trade of the United States, the general use of uniform trade rules is the greatest. At the request of the Illinois Asso. a special committee has been appointed to revise our trade rules and make such alterations as seem necessary to meet the change in business methods of the last four years.

These rules will be submitted for your approval. I would ask you for the benefit of the general grain trade that an earnest effort be made to have these rules adopted by the various boards of trade as their own. It is our object that all business be conducted with as little friction as possible, and I have found that many misunderstandings occur from slight differences in the rules of various markets. The question of counting day of sale and other small matters of this kind are the source of much trouble. There is nothing that will so benefit the grain trade as a whole as much as the adoption and use of uniform trade rules by every one. It will reduce the work of the Committee on Arbitration and will prevent much loss and many disagreements.

Arbitration: The work of the Committee on Arbitration will be shown by its report. It has had an unusual amount of responsibility during the past year, and any one

who has read the decisions will know how ably the members have fulfilled their duties. Their work is the most difficult of any committee of this ass'n., and they have given decisions that reflect credit on themselves and the assn. In settlement of matters before them they have served without remuneration, and the thanks of the ass'n. is due them.

Uniform Grades: The Uniform Grades that were adopted at our last meeting have been adopted by the Warehouse Commission of Illinois and also Missouri, with some minor changes. We are working towards perfect uniformity and will reach it in time.

While the wording of the rules is uniform now in most markets, yet I regret to say that the application of the rule is not at all times satisfactory. This is something that can never be wholly corrected, but I would suggest that the next committee on Uniform Grades be requested to investigate the uniform application of grades as adopted, to the end that not only the wording of the rules but that the actual grain graded may be uniform. This committee has done good and successful work.

Federal Inspection: The matter of Federal Inspection was again introduced this year in both the Senate and House of Representatives at Washington. Our committee on Legislation did excellent work in combating these bills. At great personal inconvenience they attended the meetings of the committees and by their efforts the matter was not reported upon favorably. The thanks of the Ass'n. is due to Mr. Reynolds and the balance of the committee on Legislation.

This same committee did good work in the attempted Anti-Option Legislation.

The work of this Assn. during the past year has been satisfactory. There has been no change in its policy and it is now stronger in membership and financially than at any time in its history. The result has been accomplished by the steady and consistent work of its officers and various committees, who have been faithful in their efforts.

This Assn. has suffered a severe loss during the past year in the death of Arthur R. Sawers. Mr. Sawers has been an active member of the Assn. and was one of its Directors as well as a member of the Executive Committee. We deeply regret his loss and miss him greatly.

I wish especially to thank our Secretary, John F. Courcier, for his work of the past year. I have always found him ready and anxious to do all possible for the good of the association, and most competent.

It is my hope that the work of the next year will be even more successful than that of the past.

THE PRESIDENT: Before having the Secretary's Report, I am requested by the Chicago Board of Trade to announce that the badges of the Asso. will be recognized for admission to the Board of Trade; and it is therefore necessary for any who wish to attend without procuring tickets to be sure and have badges.

Gentlemen, the next will be the report of the Executive Committee.

J. W. McCord, of Columbus, O., Chairman of the Executive Com'te, read its annual report which was received and filed. It follows:

Report of the Executive Committee.

Your Executive Committee during the past year has been relieved from any con-

siderable work, due to the fact that the general affairs and work of the Ass'n have been so well and thoroly handled by those two indefatigable workers, your President, Mr. Tyng, and your Secretary, Mr. Courcier, both of whom are members Ex-Officio of our Committee.

Your Committee and also the Board of Directors as a whole have been fully advised and consulted with from time to time by those most efficient officers on all the important work undertaken, and while no regular formal meetings of the Committee have been held, very frequent informal conferences in person and by correspondence have been held.

Speaking for the Committee and also for the Board of Directors, we are very much gratified and well pleased with the condition of the affairs of the Assn. and assure you that very great progress in every important detail and department of the work has been made during the past year.

We close the year far in advance of any previous year as to growth, benefits to our membership and accomplishments for the good of the trade. We will not attempt to enumerate or give a detailed report of the work accomplished. This will be given to you in the exhaustive detailed report of your Secretary, to whom the credit largely belongs.

It is perhaps fitting for us to refer to the loss, by death, of one member of our Committee, Arthur R. Sawers, who passed from this life early in the year. We have felt the loss of his wise counsel during the year and the Assn. has lost a member who was ever heartily, actively and effectively engaged in our work which was so near to his heart, with a spirit of unselfishness and with great sacrifice of time and money. We have all felt the magnetism of his earnest efforts for the welfare of his fellow men engaged in the trade. The memory of Arthur Sawers is so firmly entrenched in our hearts that our lives will be long spent ere that memory is effaced. Suitable resolutions in respect to his death should and will be adopted by this convention before its close.

On behalf of the Board of Directors, which we as a Committee represent, we want to thank you all for your hearty support and your appreciation of the work accomplished and assure you that we do not presume too much when we say that the loyal army of Grain Dealers composing the Grain Dealers National Assn. will continue to rally in aid of the great work we have undertaken. "Not all for self, but for our brother as well," fittingly expresses the sentiment that predominates in our work of the present time.

Very respectfully yours,

J. W. McCORD,
T. A. MORRISON.

Secy. Jno. F. Courcier of Toledo, O., read the following annual report:

Report of Secretary-Treasurer.

The work of my office during the convention year now closing has differed in no essential particular from that of former years, except as to increased volume. During the past five years the membership has more than doubled and the per capita service to members has increased at least proportionately. While it should be sufficient to the most exacting to sustain ordinary proportions, and the one should not plead more than need be, lest he be required to prove more than he can, yet I am quite convinced that the measure in which members have availed themselves of the privileges of membership during the twelve months last past as compared with former years, far outweighs the increase in membership. Reckoned on the unit basis the results possible of attainment by a salaried officer in charge of details, serving 800

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members who merely contribute and stop there, are not to be compared with the possible accomplishments of the same servant who enjoys the splendid privilege of serving 1,600 firms who recognize in their Asso. an important adjunct to their business, equally indispensable as a means of maintaining a high moral standard in the trade and as a safeguard against abuses from uncommon and unlooked for outside sources.

Arbitration: Thirty-seven cases have been filed during the year and the records stand as follows: Settled direct 2, submitted to the Committee on Arbitration 11, in preparation 19. As compared with the figures given in my last annual report, the number of cases passed along to the Committee on Arbitration shows an increase of 40%. In the main, the members who have been called upon to arbitrate trade differences have manifested a somewhat broader spirit than formerly, but we have also had a few exceedingly aggravating cases. The defendant usually gives trouble, with 3 pleasing exceptions to this general rule this year. First it is an objection to signing the contract for arbitration and depositing the arbitration fee; then follows distressing delays in filing pleadings and evidence in answer to the claims of the plaintiff; then a painful silence following the Secretary's request for a remittance in satisfaction of the award, and lastly, resignation from "an Asso. that would back up such an unfair award." These delays are possible by Sec. 7 of Art. 6 of the Rules of Arbitration in which your Secretary is given discretion in the matter of extending the prescribed periods for accepting service, filing answers and rebuttals.

The responsibility this rule carries with it weighs heavily upon us at times. On the one hand we prod up the delinquent and on the other try to neutralize impatience. In order not to appear arbitrary, it is our rule when granting extensions to one of the parties to arbitration, to notify the other, in order that he may either demand the application of the forfeit rule or ask the Board of Directors to pass upon the sufficiency of the reasons given in support of further requests for extension. We, of course, do not construe mere criticisms of the delinquents as demands upon us. On the contrary, we assume that in the absence of something definite, the extensions, tho exasperating, are concurred in to the end that an award may finally be secured, as preferable to expulsion and invoking the aid of the courts, against which last alternative the institution of arbitration is especially directed.

If, when arriving at the point of going to arbitration, both parties were in good temper, an inflexible rule on the filing of papers could be adopted and extensions would be unnecessary except in rare and exceptional cases, and the Secretary would be relieved of all responsibility, but in almost every case, the reverse is true.

To make matters worse, both parties (there are some few happy exceptions) fill their statements to the Arbitration Committee with charges of duplicity, attempts at sharp practice, and general unbusiness-like conduct. The result is that instead of being able to sit down and prepare an answer calmly and dispassionately, a man finds himself wrought up and wholly unfit to do justice even to a simple statement of facts. The papers go back into a pigeon hole with a bang, to remain there until another reminder comes along from the Secretary.

All the objectionable features of the rule on extensions can be eliminated by the members themselves, and leave it undisturbed to cover unforeseen, unavoidable, and therefore reasonable delays.

The compulsory arbitration rule adopted at the St. Louis meeting has been very helpful, not only as a means for bringing objecting members to a fuller realization of their obligation to themselves and to the

Asso., but also as an inducement to non-members to join the Asso.

The average member, attentive to his own affairs, can hardly appreciate the sacrifices made by the members of the Committee on Arbitration. Unlimited thanks are due Mr. Miles, Mr. Wasmuth, and Mr. Grubbs for the splendid work they have done during the past year. Their opinions, always exhaustive enough to be easily understood, have been rendered with remarkable dispatch, consuming, in every case but one, less time than was taken up by the principals themselves.

The arbitration rules as they now stand do not provide a time limit for the filing of appeals, and I therefore respectfully recommend that Art. 4 of the Rules of Arbitration be amended by adding another section to be known as Sec. 7, to read as follows:

Sec. 7. Notice of appeal from an award of the National Committee accompanied by a statement in duplicate of the reasons therefor, shall be filed with the Secretary within 15 days from the date of the said award. Within three days from the date of the receipt of a notice of appeal at his office, the National Secretary shall forward to the appellee, under registered post, a copy of the appellant's statement of reasons and the appellee shall have ten (10) days from the date of receipt of the said statement of reasons in which to file his answer in duplicate. Immediately upon the completion of the transcript, the National Secretary shall submit the complete file of papers to the Board of Directors. The Board of Directors shall be governed by the rules of procedure laid down for the National Arbitration Committee in old Sec. 12, new section of Art. 6 of these rules.

Some parts of the rules prescribing the manner in which papers shall be filed are impractical and should be remodeled and rearranged. I therefore offer the following substitute for the first eleven sections of Article 6 of the Rules of Arbitration:

ARTICLE SIX.

Code Governing the National Committee and Applicants for Arbitration.
(See Article 7 for Guide.)

Sec. 1. Before a case can be submitted to the National Committee, both parties shall file with the National Secretary an agreement in writing to abide by the award of the Committee, and release the members of said Committee from all responsibility for any errors in judgment that may occur in any respect whatsoever, and from the damage or loss resulting from their acts. The agreement shall be accompanied by the arbitration deposit fees of both parties, according to the following classification: Direct and affiliated members of the National Association, \$10; non-members, \$15; affiliated Associations, Boards of Trade, Exchanges and Chambers of Commerce, \$20.

Sec. 2. All cases coming under the jurisdiction of the National Committee shall be filed, in writing, and in duplicate, with the National Secretary, and shall include all the evidence and a set of pleadings.

Sec. 3. Upon receipt of the first papers of the plaintiff, the National Secretary shall, within five (5) days thereafter, forward to the defendant a copy of all papers filed by the plaintiff.

Sec. 4. The defendant shall have ten (10) days from the date of receipt of the plaintiff's evidence and pleadings in which to file his answer in duplicate. (See Sec. 7 of this Article.) Failure on the part of the defendant to file his answer within ten days, as in this rule above provided, shall accrue as a default to the plaintiff.

Sec. 5. Upon receipt of the answer of the defendant, the National Secretary shall forward a copy of said answer to the plaintiff, who shall have five (5) days after receiving the said copy in which to file a rebuttal. (See Sec. 7 of this Article.)

Sec. 6. The time limit as specified in Sections 2, 3, and 6 of this Article may, for good and sufficient reasons, be extended by

the National Secretary.

Sec. 7. The awards of the National Committee shall be dated on the day they are received at the office of the National Secretary, and copies of the said awards shall be mailed by the National Secretary to both parties to the arbitration within three (3) days thereafter. The parties to the arbitration shall either file notice of appeal under Art. 6, Sections 6 and 7, or comply with the terms of the National Committee's award within ten (10) days from the date of receipt thereof.

Sec. 8. Postal registry and express receipts shall be the means of determining the several periods of time specified in the sections of this Article.

Sec. 9. The arbitration deposit money shall be either refunded to the depositor or converted to the general treasury of the National, as the Committee in their award may direct.

This concludes my suggestions for the amendment of Art. 6, except that the remaining ten sections of the Article, beginning with Sec. 12, shall follow the substitute sections in their present order of arrangement with their numbers changed accordingly.

UNIFORM GRADES.

I offer the following list of markets and state departments that have adopted, either in full or in part, the grades of grain promulgated by the 13th annual meeting:

The Illinois State Railroad and Warehouse Commission, having jurisdiction over Chicago and all points in the State of Illinois, except Peoria.

The Missouri State Railroad and Warehouse Commission.

The Kansas State Grain Grading Commission.

Board of Trade, Peoria, Ill.
Grain Exchange, Omaha, Neb.
Produce Exchange, Toledo, O.
Board of Trade, Indianapolis, Ind.
Chamber of Commerce, Cincinnati, O.
Corn Exchange, Buffalo, N. Y.
Chamber of Commerce, Baltimore, Md.
Board of Trade, Albany, N. Y.
Chamber of Commerce, Mobile, Ala.
Board of Trade, Jacksonville, Fla.
Chamber of Commerce, Mansfield, O.
Grain Exchange, Savannah, Ga.
Board of Trade, Norfolk, Va.
Grain Association, Atlanta, Ga.
Board of Trade, Galveston, Texas.

The following markets, inspection departments and associations have, at one time or another, endorsed the principle of uniformity in the grading of grain:

Minnesota State Inspection Department.
Board of Trade, New Orleans, La.
Grain Trade, Pensacola, Fla.
Commercial Exchange, Philadelphia, Pa.
Grain Exchange, Pittsburg, Pa.
Board of Trade, Louisville, Ky.
Grain Exchange, Nashville, Tenn.
Chamber of Commerce, Cleveland, Ohio.
Merchants Exchange, Memphis, Tenn.
Ohio Grain Dealers Association.
Indiana Grain Dealers Association.
Illinois Grain Dealers Association.
Kansas Grain Dealers Association.
Millers National Federation.
Council North American Grain Exchanges.
Fraternity of Operative Millers.
Michigan Millers Association.
Indiana Millers Association.
Ohio Millers Association.
Pennsylvania Millers Association.
Dixie Millers Association.

These rather imposing lists seem to indicate a general sentiment in favor of uniformity.

Observance of the rules by those who have adopted them is the next step. During the year the following three different and distinct methods for promoting observance have been suggested:

1. Arbitration Committee composed of Chief Grain Inspectors, the remaining Chief Inspectors co-operating.
2. A salaried supervising inspector under the direction of the chairman of the Uni-

form Grade Promulgation Committee of the Grain Dealers National Asso.

3. Government supervision.

These suggestions have been sent to Mr. Eckhardt, Chairman of your Committee on Promulgation, and he will no doubt discuss them fully in his report:

Legislation: At the direction of President Tyng and with the advice of Mr. Reynolds, Chairman of the Committee on Legislation, we arranged for a hearing on Senator McCumber's inspection bill, S. 121, before the Senate Committee on Agriculture and Forestry at Washington, Feb. 15th. Mr. Reynolds, Mr. Grimes, Mr. Merrill, Mr. King and your Secretary spoke for the National Asso. and were most courteously treated. After the hearing Senator Dolliver, Chairman of the Committee, assured me that if the bill should not be reported out of Committee, it would be due to the honest, frank, straightforward showing made by your representatives as to the progress the grain trade itself was making in an endeavor to bring about the reforms proposed by Senator McCumber.

Coming from Senator Dolliver, who, as a member of the same Senate Committee of the last preceding Congress, favorably reported a similar bill by the same author, his statement to me spoke well for the thoroughness with which your Committee on Legislation did its work.

At the invitation of Mr. Merrill, representing the Council of North American Grain Exchanges, Mr. Reynolds and I remained in Washington to attend the hearings on the Scott Anti-Option bill before the House Committee on Agriculture, later in the week. Mr. Reynolds represented the National Asso. in the presentation before the Committee, in support of the Assn's well known policy on the subject.

The House Committee on Interstate and Foreign Commerce scheduled House Bill H. R. 12432 for hearing May 20th. I went to Washington several days in advance to make a brief of the hearing before the Senate Committee for filing with the House Committee. Upon arriving in Washington, I found the members of both houses anxious for an early adjournment, suggesting the improbability of legislative action on the measure in which we were directly interested. I then undertook to secure an indefinite postponement. After conferring with Mr. Mann, Chairman of the House Committee on Interstate and Foreign Commerce, Mr. Gronna, author of H. R. 12432, Mr. Peare, author of Bill H. R. , and with the approval of Mr. Reynolds, Chairman of the Committee on Legislation, an indefinite postponement was agreed upon, with the tacit understanding that the bills would not again be set down for hearing during the then current session.

With this outline of the routine work of our office, I commend the report of the Committee on Legislation to your attention.

Trade Rules: The forthcoming report of the Committee on Trade Rules will deal with that subject at length and it would at least be untimely for me to treat it here. Regardless, however, of what the phraseology of the rules is to be for the ensuing convention year, the apparent need for uniformity suggests the advisability of continuing the present agitation until the

same rules have been adopted by all grain ASS'NS.

Closing Hour: At the suggestion of Mr. Rumsey of Chicago, a resolution favoring 1 o'clock p. m. instead of 1:15 o'clock p. m., central time, as the time of closing the regular trading hours of all Grain Exchanges, was proposed and adopted at the last annual convention. A copy of the resolution was transmitted to all Grain Exchanges under date of Jan. 3rd. The general sentiment as reflected by the correspondence favored the change with the reservation that it should be made unanimous. According to advices from Mr. Stone, Secretary of the Chicago Board of Trade, bearing date of Mar. 3rd, the proposition was defeated by a vote of 144 for and 350 against. Since then there have been no further activities under this head through our office.

Publication Arbitration Decisions: In obedience to the direction of the last convention, all available arbitration decisions rendered by the committees of the National Ass'n were turned over to Mr. Grimes, Chairman of a Special Committee, who will report on Wednesday.

The interests of the Ass'n in the matters of Transportation, Bill of Lading, Demurrage, Natural Shrinkage, Telephone and Telegraph, and Crop Reports, have been entirely in the hands of the chairmen of standing committees, and I respectfully commend their several reports to your attention.

Confirmation Blank I wish to bring to your attention the Confirmation Blank adopted at the eleventh annual meeting. There is perhaps no feature of a grain transaction more essential to its intelligent discharge than a written confirmation, and I would therefore suggest that a Special Committee be appointed by the President to advocate a more general use of Confirmations in writing and to secure the universal adoption of the official form of Confirmation adopted by the Grain Dealers National Association.

Membership: One of the worst hindrances to better progress with the same effort is the imperfect organization of the grain trade. It surely cannot be condemned as a mere excuse, to point to the fact that the grain trade is not alone in this defect. It is heard everywhere; in business clubs, social and civic improvement societies, in churches, in politics, and in governmental institutions. The causes in some instances are not plainly manifest, while in others they cannot be mistaken.

Every grain dealer who is not supporting the Grain Dealers National Asso., not only financially, but morally as well, is either ignorant of its existence, and that would be our fault, or knows full well what his reasons are; therefore, I shall not point out with particularity the causes which render it impossible for us today to report a membership of not less than 5,000 active grain dealers, but let the consciousness of the fault work its own reform to the end that a year hence your Secretary may be able to report membership increases far outstripping all previous records.

On Jan. 9th I went south in the interest of an increased membership, and visited the following cities: Nashville, Tenn., Birmingham, Ala., Columbus, Ga., Montgomery, Ala., Mobile, Ala., New Orleans, La., Pensacola, Fla., Jacksonville, Fla., Atlanta, Ga., Macon, Ga., Augusta, Ga., Savannah, Ga., Charleston, S. C., Columbia, S. C., Spartansburg, S. C., Wilmington, N. C., Norfolk, Va., Petersburg, Va., Richmond, Va., Lynchburg, Va., and Washington, D. C., and secured new members.

While my previous knowledge of conditions in the south had in a measure prepared me for the trip, the percentage of grain buyers and brokers of the South who have no personal acquaintances among those from whom they buy their grain, was a distinct surprise to me. As a result of all I saw and heard, I do not think much difficulty should be experienced in enrolling at least three hundred dealers more in that territory, who would make splendid members. A special effort should also be made to enroll the buyers and brokers of the Eastern and New England distributing territories. Mr. Rockwell, of Mt. Vernon, N. Y., the eastern member of our Membership Committee, very kindly offered to call on some of the eastern trade with me, but I was unable to finish the southern trip in time to carry out my part of the arrangement. Among the western states, Michigan, Wisconsin, the Dakotas, Minnesota, and Missouri have no state associations, and should yield numerous direct membership enrollments.

The Western Grain Dealers Assn, Grain Dealers Assn of Kansas, the Oklahoma Grain Dealers Asso, and The Texas Grain Dealers Asso are, we regret to say, not yet

affiliated with the National Asso. It is universally to be hoped that some way may soon be found to remove the objections to affiliation to the end that all interest of a national character may be marshaled under one head for the common good.

MEMBERSHIP STATEMENT.

Direct members, last report.....	393
Enrolled	161
	554

Deceased	4
Out of business.....	8
Resigned	14
	26

Affiliated membership unchanged.....	1,031
	528

Total1,559
This shows a net gain of 135 direct members, and a gain of \$2,025 in the earning power of the Asso.

Financial Statement:

Receipts.	
Balance from last year.....	\$ 1,758.00
Direct membership dues.....	7,665.00
Sundries	7.00
Affiliated membership dues.....	748.00
Arbitration deposits.....	350.00
Total	\$10,528.00

Disbursements.

Postage	\$ 435.00
Salary account.....	5,027.00
Rent and Office Expense.....	445.15
Printing and Office Supplies.....	793.02
Secretary's Traveling Expense.....	1,509.45
Expressage and Telegrams.....	225.78
Refund Arbitration Deposit.....	60.00
Sundries itemized:	
Expense 13th Ann. Convention	\$273.20
Mr. A. E. Reynolds' expense	35.00
Floral offering for Director Sawers, deceased.....	20.00
Geo. R. Hoopes' check for membership protested and returned	17.54
	345.74
On hand and in bank.....	1,557.65
Total receipts, 1910.....	10,528.00
Total receipts, 1909.....	8,965.90
Increase in working capital for the year	1,562.10

I wish to express my high appreciation of the many kindnesses shown me by the members during the year now closing.

I have found it necessary to ask the assistance of the individual members of the Board of Directors in the furtherance of general policies and special assignments more frequently than usual, and in many instances their advice and counsel, always promptly given, have enabled me to do my work in a manner that would have been otherwise impossible.

I am especially grateful to President Tyng for the uniformly kind and considerate treatment received at his hands. Always anxious to leave behind him an administration to which he might point with pride, he has jealously guarded the policies of the Asso. and directed its affairs with that quality of firmness which characterizes honesty of purpose and fidelity to trust.



President E. M. Wayne, Delavan, Ill.



Ex-President A. G. Tyng, Peoria, Ill.

The Secretary's suggestions for amendments to the Arbitration Rules were referred to the Committee on Resolutions.

The Secretary announced plans of Chicago Board of Trade to entertain ladies and tender a banquet to the members of the ass'n Wednesday evening.

THE PRESIDENT: I will now name the members of the committees:

Committee on Nominations: A. E. Reynolds, Chairman, E. M. Wayne, A. B. Beverstock, Edward Beatty, Dan Joseph, B. A. Lockwood, J. M. Dennis.

Auditing Committee: J. W. McCord, Chairman, J. A. A. Geidel, H. E. Halliday.

Committee on Resolutions: H. S. Grimes, Chairman, S. W. Strong, M. T. Dillen.

MR. GRIMES: I would like to suggest to the gentlemen of the convention that if they have resolutions, to get them to me, to my box, which is No. 300, as early as possible, so they can be taken up by the Resolution Committee in proper time.

Adjourned to 2:30 p. m.

MONDAY AFTERNOON'S SESSION.

The Monday afternoon session was called to order by the President at 3 P. M.

THE PRESIDENT: Gentlemen, the convention is in order. The first on the afternoon program is the report of the Committee on Membership, Geo. F. Powell of St. Louis, Chairman.

MR. POWELL delivered the following address:

Report Committee on Membership.

Organization is the order of the day. The grain trade is, of course, organized in its Board of Trades, Merchants' Exchanges and similar bodies, but it is essential that there should be an organization of broader scope to reconcile all factions and eliminate all discord.

This function is performed by the Grain Dealers National Asso., which is exerting a powerful influence in the direction of bringing about a general uniformity of rules and methods.

One of its most valuable features is the provision for settling differences by arbitration. Of course, we all live under the general jurisdiction of the laws of our country and we feel that if we have a grievance against any man we can sue him under due process of law. This requires a great deal of time and a great deal of unnecessary expense and calls in the services of strangers who know nothing of the grain business. In consequence, going to law is not desirable except as a last resort.

While bringing your fellow members to law may be a practical plea for the extension of this organization, I should be sorry indeed to think it good for nothing else.

Suppose the telephone on your desk had no connection with the outside, that is the position in which every grain man who does not belong to an organization finds himself. When he belongs to the local Board of Trade or State organization, his telephone becomes a local medium. When he belongs to a national organization, his telephone is a national medium. So it is that if every grain man in the United States should belong to the Grain Dealers National Asso., our figurative telephone system would enable us to call any man up, and call him down.

The more members we have, the more powerful will we be on subjects of national importance, the more influence will

we have in correcting local abuses and in introducing uniform procedure in the different markets. That grand old subject, "Uniform Grades," will never mean anything unless the majority of grain men all over the country insist that it shall. It is only by organization that large results may be accomplished. We cannot bring about any of these things by merely talking about them. We must all get together on the proper basis. There is no other way.

Therefore, gentlemen, I urge upon you all to discourage that type of grain man who holds a nickel so close to his eye that it will eclipse everything worth seeing. I have heard it said that grain associations are a waste of time. Experience does not bear out this statement and the progressive grain man of modern ideas will not subscribe to any such doctrine.

The man who attends a meeting such as this and does not go home full of renewed vigor and encouragement has little room within his soul for expansion, and in the vernacular of the grain trade, is "short" on the milk of human kindness, and indifferent to his own best interests.

If every member of this Asso. should pledge himself to obtain one new member, it would be but a few years before we could make it unanimous, and I urge upon you all to endeavor to interest every grain man, and to try to bring at least one new member during the coming year.

May our shadow never grow less.

THE PRESIDENT: The next number on our program is "Grain in the South" by Hon. E. J. Watson, Commissioner of Agriculture, Columbia, S. C. It is with deep regret that I announce to you that we received a telegram stating he would be unable to attend.

In the absence of Mr. Watson, we will, for a moment, change our regular program and leave the meeting open for any suggestions or motions, in a general way. Has anybody in the hall any motion of any kind, or any suggestion they would like to offer.

E. M. WAYNE, Delavan, Ill.: In former years it has been the custom of the National Asso., and also other large ass'ns, to appoint a committee on resolutions, and as a rule that committee reports about the last thing in the session. Very few members attend the last few hours of the meeting, and resolutions are adopted that as a whole are not satisfactory to the grain trade. And I offer a motion that all resolutions be presented to the convention and then referred to the Committee on Resolutions. The object is so that every one can have free discussion on the resolution, and possibly the Resolutions Committee would get ideas they would not get otherwise.

After considerable discussion the motion was seconded, amended by Mr. Grimes to provide that the Resolutions Committee report at 10:30 Wednesday morning, and carried.

THE PRESIDENT: Has anyone any resolutions they would like to read?

MR. WAYNE presented the following:

Whereas the custom of bidding for

corn, sellers take three or better, has become obsolete in effect, in as much as sellers do not intend in any case to give a better grade than three, nor do buyers ever intend to pay a premium for better than three, therefore, be it resolved, that the Grain Dealers' National Association in convention assembled recommend that all bids for grain, of whatever character, be made for the specific grade.

After considerable discussion it was referred to the Com'te on Resolutions.

THE PRESIDENT: We will now hear from J. Collin Vincent, Exporter, Baltimore, Md., on "Foreign Grain Competition."

MR. VINCENT read an interesting paper from which we take the following:

Foreign Grain Competition.

The question of the world's surplus of any individual cereal, and where that surplus exists, and when, and at what time it will be marketed is always of great interest, not only to the Grain Dealer, but to the farmers of this country.

It has been suggested that a collection of Grain Samples from different sections of the globe, which I have lately secured, if shown to you, might lead to a better appreciation of the competition with which the American Exporter meets, therefore same will be open to the members of this Convention, and you in turn can explain to your neighbors what you have seen.

In explanation as the reason for collecting same, I would state it was with no intention of being put before such a representative body, otherwise same would be more complete.

I want to call attention publicly to six samples of the exhibit, which you will have the opportunity of examining—viz., from New South Wales, Australia.

You will see what the Agricultural Department of that colony does. You will agree, I think, that these essentials are of benefit to the producer as well as the consumer:

1st. The nature of the soil on which the grain is grown.

2d. The number of pounds of seed required per acre.

3d. The yield per acre on the named soil.

4th. The milling notes, regarding the color of the flour, the quantity of flour, pollards, and bran procured from said wheat.

5th. The percentage of gluten.

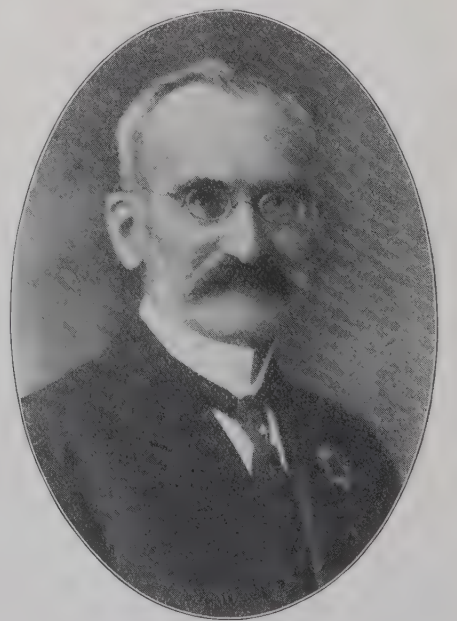
6th. The number of quarts of water that can be used to 200 lbs. of flour.

This is the sort of competition America has to meet. Two samples of the same variety show different results on different soils.

If our Department in Washington would do more of this sort of work, it would, in my opinion, aid our country more than by agitating for Federal Inspection and sustaining the supporters thereof.



Geo. F. Powell, St. Louis, Mo.



J. Collin Vincent, Baltimore, Md.

Some deductions on Foreign Grain Competition that occurred to me when looking over the samples sent by my European friends follow. It may be, when you see them, other points may occur to you.

1st. You will find wheat of similar variety, grown on different soil, under different climatic conditions, with different results. There may be some essentials of uniformity, yet not all alike, and therefore not uniform. This is shown clearly by these samples from different parts of the world, and the commercial value is established by the intrinsic worth to the consumer. The same is applicable equally to the varieties of wheat grown in these United States.

These samples are also an object lesson to show the need of more intense farming methods and sustain the arguments made by Mr. Jas. J. Hill and the ideas championed by Mr. E. Pfarrius last year at the meeting of the Federation of Grain Exchanges bearing on fertilization of the soil, and also confirm the arguments of Mr. M. W. Cochrane at the last meeting, of the necessity of helping the farmer to secure good seed.

When we see England raising about 32 bushels average per acre, and that New South Wales in different localities can raise 16-24-26 bushels per acre, it is self evident that America must be up and doing.

Poor Farmer: We have heard in the past a good deal regarding the "poor farmer," but I cannot help but feel that there is no class in the United States (outside of those benefited by high tariff) that get so much assistance without paying for it directly.

What I mean is, they have the benefit of the Departments of Agriculture, both National and State, Experimental Stations, and Colleges, all distributing, free and without stint, the results of investigations for their benefit—Soil, Seeds, Plants and Trees.

The Farmers Institutes also bring about reciprocity between the farmers, and I know of no class of citizens who are more willing to help their neighbors by telling them of a good thing when they find it—and all without price and without money. The Commercial Organizations also do their share to the same end.

The slogan in Maryland where our Governor lately appointed an Agricultural Commission is:—"Back to the Farm."

In the district where I live there are several Agricultural Clubs, and the farmers and those interested in Agriculture hold meetings at the farms and homes of different members. They compare notes from actual experience, and take up various topics for discussion.

Lately one of the papers was "How can we profitably increase our wheat yield?" The consensus of opinion was, of course, good ground, good cultivation and good seed.

One man claimed he had used South Carolina Rock and Potash for years, and last year raised 27 bus. to the acre, and this year 30 bus.

Another party said he used 300 lbs. of New Bone with 200 lbs. of dissolved rock per acre with good results.

I know another farmer harvested 39 bus. per acre, altho I don't know what fertilizer, if any, he used.

I simply mention these facts to show that the "Schoolmaster is abroad," but it is necessary for all farmers to investigate the difference, if any, in their soil, as compared with that of other sections where good results have been gotten, as one variety of seed may not suit their locality on that account.

In the samples from New South Wales are two samples variety "Bobs"—one, grown on sandy soil with 45 lbs. seed per acre gave 24 bus. per acre, and 16.93 gluten, with a yield of 75.6 of flour, yet the other sample on Red Loam, with 40 lbs. seed per acre gave 26-32/60 bus. yield, but contained only 12.98 of gluten, and gave 71.15% of flour.

If the farmers will use the State Experimental Stations to get reports on their soil and then, as they can, get the judgment of the Scientists as to the fertilizer needed, it will redound to their benefit.

Another suggestion I would make, which it may be well to take home with you. I understand that in some of the older countries it has been demonstrated, that wheat should be cut before it is fully ripe. That, when the straw commences to ripen and change color at the bottom, it gives a better yield, weighs more per bushel, and contains more gluten, besides the less loss from shelling out in the handling. This however would not apply to grain required for seed which should be fully ripe.

The thot is this, we should be able to double our crop easily on the same acreage, and be in better position to meet the

world's competition even figuring on natural increase in population.

It must be remembered that both in the United Kingdom and on the Continent the millers mix or blend their wheats, using perhaps six or more sorts, the proportion of each based on the characteristic of the grain, viz strength, color, quantity flour produced, etc.

It therefore does not follow that when America advances her price that the Importers will pay up. The millers simply look to another country where prices are unchanged, and then change the proportions of their blend so they can turn out the sack of flour at the same price.

When you examine the samples you can better appreciate the world's competition.

I wish to emphasize the fact that the Exporters are the men who in the past developed and built up the business, but some now think it is only a question of home consumption.

If that is correct, then now, as well as in the future, it behooves the farmers to do their share of the work in getting from the soil increased yields, thus, benefiting themselves and the whole country.

The Agriculturists must work reciprocally with the soil, as well as in business, if they wish to succeed, for the balance of trade affects the financial world and reflects on the whole country.

When it comes to Corn I consider it an easier proposition provided efforts be made not only to grow a crop that will give increased yields, but also carrying qualities necessary to save it going out of condition.

I have seen pictures taken on the farms of this state (Illinois), showing condition of the cribs in which corn has been stored, subject to inclement weather, absorbing moisture, instead of curing out by natural evaporation.

This is a factor that brings about the difference in values, by discounts on the off-grades, and dissatisfaction with terminal markets when it is the fault of the farmer in not caring for his grain, and not the fault of the terminal grading.

Since 1906 the exports of Corn decreased. In some quarters it has been ascribed to the fact that the condition of American Corn has prejudiced buyers.

It doubtless has made them very cautious, which is natural. I want to say, however, that the competition from other countries has had most to do with it. It has been a question of price.

Only within the past ten days I saw in the Consular reports that a cargo of Corn had been shipped from Durham, South Africa to Mexico.

It was a question of price surely when that corn had to cross the equator instead of crossing the border.

I understand Argentine Corn is being shipped to the West Indies.

Don't forget also when you see the samples of Manchurian Soya Beans, Egyptian, Chinese, Symrna and New Zealand Horse Beans, the peas from India and elsewhere, that all these come in competition with American Corn, either in the shape of oilcake or meal for feeding purposes.

Germany's Tariff: I want to call widespread attention to the fact that in March, 1906, the duty on Corn was increased from

13 marks to 30 marks per 1,000 Kilos and Barley was reduced from 30 Rms. to 13 Rms. with the result that Corn has been handicapped in that market (which was a large customer for American corn, 20.49 cents per bushel during the past four (4) years.

Lately, Germany has been buying Russian Barley at 95 Rms. cif. in preference to American Corn at 104-1/2 cif. as the former costs duty paid 108 Rms. against Corn 134 1/2 Rms. duty paid per 1,000 Kilos.

You see how it works?

I understand that some of the Germans themselves want this changed, and will be glad if American Exporters help them, but the Exporters are only a minimum quantity at Washington. If you gentlemen on your return home will, with the farmers, put this matter up to your representatives in Congress, something may be accomplished.

With the prospect of France requiring further imports of wheat this season, if we in the United States want to meet the world's competition, it would be well that the Treasury Department put no obstacles in the way of Silk exports from France, otherwise, that country may make some reprisals prejudicial to American Wheat.

"The way that leads through precepts is long, that through example is short and direct."

I will therefore not impose on your time and good nature any longer, but ask you to see for yourselves examples of the World's product with which American Grain Exporters have to compete, in finding markets for the surplus grain of this country, whether same is large or small.

THE PRESIDENT: Gentlemen, we have listened with interest to the able paper of Mr. Vincent; and I want to call your attention to the samples on the table in the rear corner of the room, which are well worth the examination of every one.

E. L. ROGERS of Philadelphia: I think it is at least due to the gentleman who has read so interesting a paper, that this convention take some action. I believe it is customary for a motion to receive the paper, spread same upon the minutes, and extend thanks to the reader. I make that motion.

(Motion duly seconded and carried.)

THE SECRETARY: A resolution has been handed in to be read under the present rule. (Reads) "Whereas there is in certain markets what is known as office inspection, and it is the custom in those markets to take the samples from cars in cotton sacks which are subject to weather influence, be it resolved that this convention recommends that in all markets where there is office inspection, that hermetically sealed cans be used in place of cotton sacks."

Adjourned to 9:30 A. M., Tuesday.

TUESDAY MORNING'S SESSION.

The convention was called to order at 10:15 a. m. by the President, who said, yesterday morning the Secretary's report was given and a portion of it was referred to the Committee on Arbitration, and by your action the balance of the report was to be submitted to a special committee for their action on the recommendations given in that report. I appoint on that committee Mr. H. W. Kress of Piqua, O.; Mr. J. H. Ridge of Peoria, and Mr. W. E. Shelden of Jackson, Mich.

Yesterday afternoon the report of the Committee on Arbitration was not given, but we will listen to it this morning. Mr. C. C. Miles, Chairman of the Committee.

MR. MILES of Peoria read the following report:

Report of Arbitration Committee.

Your Committee on Arbitration has to report that it has performed to the best of its ability the duties assigned it. Dur-

ing the year, eleven cases covering disputes involving something more than two thousand dollars have been presented, eight of which came direct from litigants, one on appeal from a grain exchange, two on appeal from a state ass'n. All have been adjusted, excepting one returned to state ass'n for a rehearing before the state arbitration committee. The Secretary's record and reports of the decisions of this Committee are complete, and to which you are respectfully referred.

The work of settling differences between men is not always a pleasant task, and those engaged in it are often subjected to severe and unwarranted criticism. Your Committee is pleased to say that it has encountered no rough places in its work; it has heard no harsh words of censure; it has been jollied occasionally by commendation, and has sometimes been thanked by the unsuccessful as well as by the successful litigant.

Its members do not regard themselves as infallible in their judgments—they have simply tried to perform their duties in a common-sense, business-like way, making their conclusions in every case on custom, rule and evidence, and without favor or prejudice. The arbitration of disputes saves time, trouble and expense, and is

absolutely fair. Its work should be encouraged and enlarged.

Rules of Trade: The consideration of many cases, much different in character, leads us to conclude that the Rules of Trade promulgated by this Asso. should be adopted by every Grain Exchange and by all points maintaining a Department that furnishes official weight and grade. All grain dealers should adopt them, and make them a cardinal feature in their business transactions.

The importance of Uniform Rules of Trade is not second to the necessity of Uniform Rules for the grading of grain. We earnestly hope that your Committee on Trade Rules will proceed vigorously with this end in view. We urge our members to familiarize themselves with the rules as they now stand, suggest changes that appear to be needed, and trade accordingly.

Care in making a contract, a proper confirmation and strict compliance with its conditions, tend to keep one out of trouble, and when differences arise adjustment is easy. Why not be more particular in all these important details?

We want at the close of the year to express to the Secretary our high appreciation of his invaluable service in the handling of cases for the consideration of this Committee. We desire to congratulate the Asso. on the possession of a Secretary at once so competent, industrious and courteous. We value the courtesies that have come to us from the President, and the confidence that has been reposed in us by the members of this Asso.

Respectfully submitted,

Chas. C. Miles,
E. M. Wasmuth,
E. A. Grubbs.

Motion made that the report be received and the committee thanked for the work done; duly seconded and carried.

THE PRESIDENT: We will now have the report of the Committee on Telephone and Telegraph, by Mr. Edward Beatty, chairman of that committee.

MR. BEATTY of New York read the following report:

Report of Committee on Telephone and Telegraph.

FILING AND RECEIVING TIME OF TELEGRAMS IN MASSACHUSETTS.

Chapter 402.

Be it enacted, etc., as follows:

Section 1. Every person, firm, corporation or association engaged in the business of transmitting communications by telegraph in this state and charging tolls therefor, shall cause to appear plainly upon the addressee's copy of every telegram originating at and destined for a point within the commonwealth, the hour and minute of the day on which it was filed for transmission and the hour and minute of the day of its receipt at the destination.

Sec. 2. Violation of the provisions of this act shall be punished by a fine not exceeding one hundred dollars for every telegram in respect to which the violation occurs.

(The foregoing was laid before the Governor on the twelfth day of May, 1909, and after five days it had "the force of a law," as prescribed by the Constitution, as it was not returned by him with his objections thereto within that time.)

Chapter 542.

Be it enacted, etc., as follows:

Section 1 chapter 402 of the acts of the year nineteen hundred and nine is hereby amended by adding at the end thereof the words:—"and no charge shall be made for or on account of the additional matter required by the provisions of this section. Nothing in this act shall be construed to lessen in any way the supervision, authority and powers heretofore conferred on the Massachusetts highway commission over all companies engaged in the transmission of intelligence by electricity." (Approved June 19, 1909.)

THE MASSACHUSETTS LAW.

As a result of a suggestion made at your last Convention, the State of Massachusetts has enacted a law compelling telegraph companies to state plainly upon the addressee's copy of every telegram, the hour and minute of the day on which it was filed for transmission, and the hour

and minute of the day of its receipt at its destination.

If four hundred or five hundred business men assembled in Convention can make suggestions for an improvement in telegraph service or business methods, there is an opportunity for the Grain Dealers' National Ass'n to grow in still greater power and influence.

The interruption of telegraph service by storms shows how the business of the country is obstructed until the service is renewed, and no more important subject can engage your attention, than the improvement of the telegraph service.

THE CARY FILING TIME BILL. COMMITTEE ON THE DISTRICT OF COLUMBIA.

House of Representatives U. S.
Milwaukee, Wis., Aug. 26, 1910.

Mr. Edward Beatty,
New York City.

My dear Mr. Beatty:—
Your favor of the 23d instant, requesting me to advise you relative to the status of my filing time bill, came duly to hand and contents noted.

I was unable to get it reported from the Committee last session, and it is still in the Committee at the present time. But I hope, that we will, in the near future, with the assistance of some more progressive Congressman, be able to get it reported from the Committee, so that it can be gotten before the House for a vote. Of course, the more pressure we can bring to bear, so much the better for its chances, and I shall do everything within my power to have it taken up at the next session.

With kindest regards, I remain,

Yours truly,

(Signed) Wm. J. Cary.

COMMITTEE ON THE DISTRICT
OF COLUMBIA.

House of Representatives U. S.
Milwaukee, Wis., Sept. 3, 1910.

Mr. Edward Beatty,
New York City.

My dear Sir:—

Yours of the 29th ultimo at hand, and I am pleased to note that you will have the matter concerning my filing time bill taken up at the next convention of your Ass'n, to be held in Chicago, Oct. 10, 11 and 12. You are perfectly at liberty to



J. W. McCord, Columbus, O.
Chairman Executive Committee.



A. E. Reynolds, Crawfordsville, Ind.
Chairman Legislative Committee.

read any of my communications on the subject, and the plan you suggest of getting a group of business men in each state busy to have the bill passed next session is a good one. It will help me a great deal, and we all want to get after it good and hard to insure its passage, for it is an excellent bill and ought to become a law. I trust that if I can serve you, that you will not hesitate to write me. I shall be pleased if you will keep me posted on any developments which take place from time to time.

Yours truly,

(Signed) Wm. J. Cary.

Your Committee recommend that this Ass'n extend all possible support to the Hon. Wm. J. Cary in getting his bill passed by Congress.

PRESIDENT CLOWRY OF THE WESTERN UNION ON UNNECESSARY LEGISLATION.

Communications also addressed to the Western Union and Postal Telegraph Companies, suggesting that they comply with terms of the Cary Bill and no reply received from the Postal people, and as President Clowry's reply is embodied in the communication sent by your Committee, I will not read it twice:—

New York, March 7th, 1910.

Mr. Robert C. Clowry,

President, Western Union Telegraph Co.
195 Broadway, New York City.

Dear Sir:—

I beg to acknowledge receipt of your favor of the 28th ult. You write as follows:—

"I am in receipt of your letter of the 25th inst. with accompanying letter of the 25th inst., with accompanying copy of your letter of the same date to our Mr. Fearons, which prompts me to say that your association in addition to its stand in reference to unnecessary legislation might desirably and consistently take the same stand with respect of unnecessary regulations."

Answer: In re "unnecessary legislation" and "regulations," Gov. Hughes of New York in his annual message to the Legislature on Jan'y 5th, said:—

"I again recommend that the Public Service Commission Law should be extended to telegraph and telephone companies, and these companies should be brought under appropriate regulation as to rates, service and other matters similar to that which has been provided for corporations at present subject to law."

Pres't Clowry writes as follows:—

"For instance the message to which you urge us to conform in our practice provides that telegraph companies shall mark upon the original or sender's copy of every message the name of the place, the month, day, hour and minute at which the message is filed for transmission,—and this is precisely what telegraph companies always do for their own record and protection save in one particular. That exception is the notation of the name of place, which is a wholly unnecessary operation from any point of view."

Answer:—After many years experience as a broker, I can testify that the time is usually put in a slipshod way in pencil by the operator on the back of a telegram or on the margin of the blank after

the message is transmitted over the wires, and not when it is filed for transmission. The message may be held after it is filed by the sender for half an hour owing to wire trouble. Frequently while an operator is sending a message, wire trouble will develop in the middle of the message and there may be considerable delay before the message is completed. It is the delays that cause loss and lawsuits and controversies in the Grain Trade. The following is the practice at present:—Number of message, say No. 11; office to which message directed, say "EX"; initials of sender, say "A. V."; time of message, say 11:10 A. M.; signature of operator who receives message, say "B."

President Clowry writes:—

"Personally I think there is very little utility in the information and that such demand as there is for it represents sentiment which has been developed by interested parties for the purpose of adding to the difficulties of the telegraph companies rather than any real need of the information."

Answer:—Mr. Belvidere Brooks, the General Manager of the Western Union, says:—

"That striving to satisfy the public always brot good financial results to a company. The good will of the public is a most valuable asset to any concern. It is a strong safeguard against business failure, and realizing this, we are simply going ahead with innovations that will prove beneficial to our patrons and ourselves."

The Grain Dealers' National Assn. is not the father of Bill H. R. 19862, and it would seem as if the reform proposed by the bill was independent of the suggestions made at the Convention. It makes the recommendation, however, all the stronger. Surely four hundred business men gathered together in convention can make suggestions for the "good of the service." Sec'y Courier of the Grain Dealers' National Ass'n writes Feb. 22nd:—

"Inasmuch as this measure is in line with the 'Beattygram,' I suppose it will appeal to your Committee. Inasmuch as the Grain Trade has taken a firm stand against proposed legislation to correct customs, that those affected might more economically correct themselves, it has occurred to me that we might effect this proposed reform in telegraph service by bringing pressure to bear upon the telegraph companies direct to put the reform in operation on their own motion, and inducing them, if possible, to recommend to their respective companies that instructions be issued to conform to the requirements of Bill H. R. 19862."

The Constitution of the Grain Dealers' National Ass'n says "the object is the advancement and protection of the common interests of those engaged in the Grain Trade."

Attorney-General Wickersham is quoted: "The rapid concentration of power over our great industries in a few hands, a power which no free state can long suffer to endure; the power of fixing prices at will determining the amount of production, dictating the terms on which thousands of our fellow countrymen might pursue their means of livelihood, the power to exclude or permit competition."

President Mackay stated before Legislative Committee:—

"Whenever we attempt to condemn a right of way in those parts of the country our competitors' lawyers appear in behalf of railroad company and place every obstacle in our way. The Postal Telegraph Co. will be the last competitor in telegraphy and when that competition ceases, there will be a choice only between monopoly and government ownership."

"Is the Grain Dealers' National Assn. to understand from the letter of President Clowry of the Western Union, that the Company will place every obstacle in the way of Bill H. R. 19862?"

"The Association has for its object the advancement and protection of the common interests of those engaged in the grain business, and therefore in a courteous way recommended that the President of the Western Union issue instructions to his Company to conform to the requirements of Bill H. R. 19862. I beg to enclose copy of Grain Dealers' National Assn. 'Who's Who' as an illustration of the power and influence of the Grain Dealers' National Assn."

Yours truly,

(Signed) Edward Beatty.

P. S.—A large freight brokerage firm who has read the foregoing makes the following suggestion:—

"In reference to your statement as follows: 'The notation of this latter information entails the transmission of a certain number of additional words, which

we are always prepared to do on payment of regular charges on additional words involved.' This has evidently been written without giving it your careful consideration, as in no case would it entail more than the sending of the equivalent of one-five-letter word; thus: 'A' stands for A. M. and 'P' stands for P. M.; then, all that is necessary to indicate time of filing of message in transmitting is as follows:—

"A 1021," etc.

As a matter of fact I believe that if you would adopt this recommendation and agree to charge for the five characters indicating time as above shown as one word, that the users of the wire where this is essential would be very glad to pay for this transmission, and I believe would immediately show that an act of Congress such as proposed, would be entirely unnecessary.

DELAYS IN TELEGRAPH SERVICE.

Pres't Clowry of the Western Union under date of Nov. 29th, 1909, in answer to a complaint stated:—

"Reports sent me show there is but one operator at Crawfordsville, Ind. Whenever the volume of business warranted it, it has been the custom to employ an assistant operator at that point; but the receipts of the office are insufficient to permit of the expenditure involved at the present time. The operator is on duty until 8 P. M. and it is necessary to allow him time for his dinner in the middle of the day. His regular dinner hour is from 12 to 1 P. M."

Here we have no telegraphic communication during an important business hour and surely with the right of way and no competition the telegraph company has some duty to perform to the public, as it cannot expect every office to be self-supporting and furthermore, every office is not self-supporting. General Manager Brooks says "that striving to satisfy the public always brot good financial results to a company. The good will of the public is a most valuable asset to any concern."

A CHEAPER TELEGRAPH SERVICE.

The success of the night letter called forth the following remarks from General Manager Brooks of the Western Union:—

"One of the most remarkable things is that they have caused an increase in the number of standard rate messages sent. We figure the thing out this way: A man who has a short letter that he wants to go in a hurry sends a night letter. The receiver gets it next morning and the very fact that the original came by wire, suggests to his mind that he send the answer by wire also, and so he sends a day message. But for the night letter, both the original communication and the short answer would go by mail in many cases."

Here Manager Brooks gives us an argument in favor of a cheaper telegraph service. If the service were cheaper it would be used oftener and the parties who received the message would often answer also by wire.

A financial writer made the following remarks about Sept. 1st in a morning paper:—



Director L. A. Morey, New York.



Director T. A. Morrisson, Kokomo, Ind.

"Western Union's advance was not due to any new developments, but to the continuing growth of its business under wide-awake management. The Company is deriving a large revenue from its night messages."

The night letter is a favorite means of communication on account of its cheapness, and the following illustration taken from a New York paper six weeks after the introduction of the night letter confirms this:—

"No part of the country has taken to the wire letter more kindly than any other; all sections are using it. Both companies report that so many business men all over the country who are always keen to take advantage of any innovation for saving time already have adopted the night letter, and that class of business alone would make it worth while to continue them."

A GENTLEMAN'S AGREEMENT ON TELEGRAPH RATES BETWEEN POSTAL AND WESTERN UNION TELEGRAPH COMPANIES.

Report of the Joint Committee of the Senate and Assembly of the State of New York appointed to investigate telephone companies, transmitted to the Legislature March 21, 1910. We quote:—

The Postal Telegraph Co. was organized for the purpose of competing with the Western Union system, and it appears that as the result of such competition the cost of transcontinental messages has been greatly reduced, especially between competing points. There is some evidence that about 80% of the business of the country is competitive and 20% non-competitive; and that the Postal system does about 50% of the competitive business or 40% of the whole. It also appears conclusively that the price of messages within the State of New York, as to a large portion of the State, was raised about three years ago, so that many private and commercial messages, formerly costing twenty-five cents for ten words now cost thirty-five and forty-five cents. It also appears that the rate charged for messages was increased by both the Western Union and Postal Companies at the same time, not as the result of any contract, so far as the Committee has been able to learn; but the increase was made after a conference and consultation between representatives of the different companies who have charge of the making of rates, so that if there was no agreement between the two companies to raise the rates for telegraphing at the same time and to the same amount, there was at least an understanding between the representatives of the respective companies amounting to what is commonly known as a "Gentleman's Agreement," and this understanding has been and is being faithfully carried out by both concerns. The only competition between the two telegraph systems consists of a mutual strife to obtain an increase in the volume of their business by increasing the efficiency of their service.

Pres't Mackay goes away back to the early 80's for comparison. In spite of the great improvements and inventions and increase of population and increase of

business the telegraph rates have been advanced of late years. Pres't Mackay says the Postal will be the last competitor in telegraphy, and claims it has been free and independent from its organization in 1866 and proposes to remain so.

PUBLIC SERVICE COMMISSION SUPERVISION IN NEW YORK STATE.

Under the new law which went into effect Sept. 1st, 1910, telephone and telegraph companies in New York State will be under jurisdiction of Public Service Commission, viz:—

"Under the new law telephone companies are required to afford adequate service at just and reasonable rates, and discrimination in favor of any particular persons or corporations and giving any unreasonable preference of any kind is prohibited."

We quote again from the Report:

"The system of communication between the different parts of the country by telegraph and telephone is not only a modern convenience, but has become a business necessity. It is the opinion of the Committee that said business is such from its nature that the public interest and private necessity require that it shall be operated in large enough units and over sufficiently broad stretches of territory so that its development need not require duplication of plant and service and unnecessary expense for maintenance, operation or overhead charges. It should, therefore, be developed, maintained and operated by large corporations or by the state; then the business and the companies operating it should be subject to state supervision."

Telephones Superseding the Telegram in England.

A London Grain house states it is hard to compare the English system of telegraphing with the United States on account of distances being so much greater, and the fact the U. K. people use telephones and United States people the telegraph. "Taking the Grain Trade on the Baltic Exchange as an example, I may tell you that it is done," says a London grain man, "almost entirely by telephone. We, ourselves, very seldom send a telegram, but are all day long telephoning all over the country. The charges for trunk telephones of course vary; but may be taken roughly at one shilling per 100 miles; each call is given a limit of three minutes conversation, with a maximum of six minutes and each call is taken in order of its being put in. There is only one uniform charge for all telegrams in the U. K. long or short distance and that is one-half penny per word"—which goes to show how much cheaper and more advantageously merchants in the United Kingdom can do their business as compared with ourselves. Germany has provision for urgent business at cost of three times ordinary rates.

HOW TO OBTAIN QUICKER SERVICE.

Your Committee would call attention to one important matter, and that is the necessity of addressing telegrams fully; for instance "Board of Trade, Chicago"; "Care of Produce Exchange, New York"; for the reason that in large centres there are branch offices, and if the telegrams go to the main office of a large city and are transmitted to a branch office, there is great loss of time.

HOW A GRAIN EXCHANGE IMPROVED DEFECTIVE TELEPHONE SERVICE IN KANSAS.

Mr. H. W. Kress of Piqua, Ohio, a member of this Committee, shows how business can be seriously crippled and losses sustained on account of vexatious delays and irritating interruptions so common with many exchanges and cites Sept. 21st as an illustration over United States long distance lines:—

Grover Hill call (distance 75 miles) two hours delay; conversation repeated through operator at Scott, O., owing to defective wire.

Cold Water call (distance 30 miles) one hour forty-five minutes delay.

Van Wert call (distance 40 miles) one hour ten minutes delay.

New Weston call (distance 30 miles) one hour fifteen minutes delay.

For defective telephone service the plan adopted by the Grain Exchange at Wichita, Kans., resulted in an improved service. The September number of the Grain Dealers Journal states it is but natural that brokers should rise up in their wrath to protest most vigorously against the vexatious delays and irritating interruptions so common with many exchanges. The entire membership of the Wichita Grain Exchange recently met outside of Board of Trade quarters and held an indignation meeting over their poor long distance service. A large part of

their business, bids and orders taken, is by long distance telephone. They sent a notice to headquarters explaining their grievances, demanding improved service and refusing to pay any more overcharges, which promptly obtained desired results. An expert wire chief and special trouble man came down from Kansas City and spent two days on the floor of the Board of Trade asking brokers about the service and the most prolific sources of their vexation. Soon the service both in and out of the Grain Exchange was so improved, that one firm got through with as many calls in two hours as it had formerly consumed an entire day upon.

We have the testimony of a London Grain house that their business is largely conducted by long distance telephone and it is much the same in the United States outside of the large centres, and as the service in each State is in the hands of different companies the plan adopted by the Grain Exchange at Wichita for obtaining improved service is probably most effective. The telephone is superseding the telegraph in the U. S. on short distance.

AVOIDING MISUNDERSTANDINGS.

Defective telephone service will always be a promoter of irritation, misunderstandings and trade differences. In a telegram the terms and conditions of an offer or bid are clearly set forth, and always on record. In a telephone conversation, there is no such check. The surest way to avoid misunderstandings when a trade is consummated over the telephone, is for the terms and conditions of the trade to be dictated over the 'phone by the seller to the buyer, who puts same in writing, and for the buyer to repeat same over the 'phone to the seller, who also commits same to writing, thus forming a double check, and of course confirmed again in writing by mail.

A modern up-to-date grain code is needed along the lines of the popular Robinson code.

MR. SIMPSON of New York: As has been said, the report contains a great many suggestions. The report of this committee is more than a mere formal matter; it seems to put before the convention some matters of great importance for its consideration. First among them was the suggestion to sustain the Carey Filing Bill. As I understand the suggestion of the Committee, they would seem to indicate on their part that the Ass'n should give its support to the Carey Bill. It is directly in line with the Beattygram, and it is directly in line with the work of the committee. I therefore move you that this Ass'n pledge its support to the Hon. Wm. J. Carey in so far as it is possible for the Ass'n to do so to assist in the carrying through his bill; and, together with that, that the individual efforts of the members of the Ass'n be also bent to whatever end will be possible, and that they shall, through their congressmen, urge action on this bill.

MR. KING: I move that this paper of Mr. Beatty's be received and filed by the Ass'n with the thanks of the Ass'n, and that it be referred back to the Committee on Telephone and Telegraph to draft such resolutions as they think



Director H. I. Baldwin, Decatur, Ill.



Director F. S. Cowgill, Omaha.

proper, and present them to the Resolutions Committee.

MR. GRIMES: I second the motion. (Carried.)

MR. SIMPSON: As has been noted, there were several suggestions in the paper, one referring to a cipher code somewhat along the lines of the Robinson. There is a code here in Chicago now called the Universal which appears to be very good—I haven't given it study—but without attempting to say anything in favor of that code, it might be well to suggest that it be looked into. I would suggest that if it appears to be that which is wanted then it should be recommended for use.

THE PRESIDENT: Gentlemen, during the past year, the committee that has had the most difficult work to do has been the Committee on Legislation. This committee has been compelled to follow all legislation in the House and Senate, and has devoted a great deal of time to watching that and handling its other affairs. We will now hear the report from Mr. A. E. Reynolds, chairman of this committee.

MR. REYNOLDS read the able report and was frequently interrupted with applause.

Report of Legislative Committee.

Mr. President and Gentlemen of the Convention:

Your Legislative Committee is glad to be able to report that no legislation of particularly pernicious character affecting the grain trade has been enacted during the past year.

This gratifying state of affairs does not simply happen so; it is the result of very strenuous work. Not only has your committee labored earnestly, but it has had the assistance and support of many of the Commercial Exchanges; also material assistance from various members of the Asso.

Particularly do I want to commend the Chicago Board of Trade; Toledo Produce Exchange; Baltimore Chamber of Commerce; Philadelphia Commercial Exchange, and the New York Produce Exchange for their earnest support. These organizations have sent representatives to Washington to appear before the Committees whenever they have been asked to do so.

I wish personally to mention the valuable assistance of Mr. Courcier, Secretary of the Asso.; Mr. E. H. Culver of Toledo; Mr. J. C. F. Merrill, Chicago; Mr. J. L. King of Philadelphia and Mr. H. S. Grimes of Portsmouth, O., for their able assistance and powerful influence. These gentlemen have been with us at almost every hearing before committees.

While I mention these gentlemen in particular, it is not to be understood that these were the only members who gave the Committee valuable assistance; space forbids mentioning all who attended these hearings and assisted in bringing about the favorable results obtained.

Without the help of the Exchanges and their various members as above mentioned, our report must have been couched in different terms.

Soon after the convening of the last Congress, it was apparent that we were to have an avalanche of legislation proposed which would affect the grain business in a greater or less degree.

Anti-option bills; bills prohibiting future trading in grain; weighing bills; Federal inspection bills; railroad bills, etc.

It would have taken half of one's time to keep posted on the bills being offered. We kept abreast of this great legislative tidal wave by patronizing the Clipping Bureau. In this way everything pertaining to our interests was separated from the other rubbish and presented to us separately and succinctly. Even at this we had our hands full.

The reading and careful study of all these bills and the determining of their full relation to our interests was no small job.

We had no legislation of our own to propose; hence our duties were more negative in character than positive. We found that it was all we could do to keep run of the legislation proposed without proposing any ourselves; altho we had none to propose.

I hold that no legislation is necessary to control, or direct the grain business as it is now conducted. All we need is a

serious letting alone. We are now engaged in a mighty effort to work out our own salvation, and should be given a fair chance to do so without public interference.

I must say however, that the progress we have made is not wholly satisfying to me, nor do I think it is in general to those who have been laboring arduously for reforms.

To those of us who have spent much time before the various committees of Congress, it is apparent that a spirit of fairness is manifested toward any business which is honestly and earnestly trying to work out its own reforms.

This was very aptly put to us by Senator Dolliver, Chairman of the Senate Committee on Agriculture. In fact we met this spirit of fairness not only in the Committee rooms, but at various conferences with members both of the House and Senate.

The prime object of legislation under a Democratic form of government like our own, is to bring together the various dissenting and warring factions and unite them by law under one statute where all perforce must agree.

It does seem that the ability, energy and brain force engaged in the grain trade of this great country, ought to know better the common interests which affect it than the inexperienced legislator who knows nothing whatever of the business or of the interests affected by favorable or adverse legislation.

This reasoning seems sound and the Members of Congress are disposed, under such arguments as this, to give the Grain Trade a fair chance, but it certainly behooves us to bestir ourselves and show results, or we may not long be able to defer legislation which will be disastrous to our best interests.

I have used this same argument for the past three years when speaking of the necessity of the adoption of uniform grading rules and yet there are those who stand out against uniformity, claiming that it is impossible for certain Exchanges to be controlled by the same rules of inspection as other Exchanges.

In my judgment those Exchanges who have not adopted in toto the uniform grading rules as promulgated by the National Asso., are today doing more to bring on adverse legislation than all the opposition in Christendom can thwart.

Federal Inspection: Your Committee, which with others, appeared before the Senate Committee in opposition to the bill for Federal Inspection and weighing of grain, found manifest much more interest in the Committee than we had on previous occasions.

At this hearing were present representatives from various Exchanges; the Secretary of the Asso. and three members of the Legislative Committee.

We made a very strong showing of the earnest efforts being put forth by the National Asso. to establish uniform rules for the grading of grain. It was very apparent to us that uniformity was really the goal for which the Committee was striving.

We were able to show to them that for more than three years we had been working on the same line and had succeeded to such an extent that many Exchanges had already adopted the uniform rules as proposed by the National Asso.

We gave them very strong assurance that the other Exchanges would soon follow and that uniformity under the management of the Grain Trade itself, would soon be an assured fact. This seemed to be practically all that they required. We, therefore, succeeded in having the bill remain in the Committee and not reported favorably to the Senate.

This same measure, however, still stands as much a menace to the Trade as ever and our victory is only temporary, and is likely to be turned into defeat at the next session, unless we are able to show material progress along the line of uniformity.

Prevention of legislation should not be the prime object for which this Asso. should strive.

In the present inflamed condition of the public mind it is likely to demand anything. Men are now elected to office without any merit to recommend them beyond a promise to legislate against something.

The legislation is as likely to be directed against a fancied as a real wrong, but legislation the public must and will have. The general craze for legislation, when taken advantage of by unscrupulous law makers, is more likely to result in harmful than beneficial laws.

As stated above, with this condition of affairs existing, the prime object should not be to prevent legislation, as we would

not long be able to do so. The prime object should be to direct legislation into safe and sane channels.

This is a mighty undertaking, and one which will call forth the strongest and ablest men at our command.

A Democratic Government like our own has advantages and disadvantages. Its watchword is Liberty. Liberty unrestrained is likely to run riot in any direction. Unrestrained liberty in the past has led the Grain Trade as well as other branches of commerce, into many bad practices.

These must be corrected. Our wisest law makers are now waiting with keen interest the result of our efforts to correct these evils before taking matters into their own hands.

The wide exercise of liberty or license, whichever it may be termed, now practiced in the grain trade must be, in a measure, restrained. The question is shall we restrain it ourselves or must it be done by the law makers of the various State Legislatures and the National Congress.

The great law makers of our country seem more and more disposed to let business people run their own affairs when they are doing so without conflicting with the rights of others.

If it is evident that our business is trying to correct the evils which exist within itself, it should be allowed to do so without interference from Congress, and I believe that if the trade can show that it is engaged in an earnest struggle for reform, that adverse legislation can be deferred a reasonable length of time.

In the hearing before the House Committee on Agriculture on the bill prohibiting future trading in grain and cotton we came in close contact with the cotton interests of the country.

The bill under consideration prohibited all deals in grain and cotton for future delivery. The main object to be attained was to prohibit gambling in these commodities.

The cotton men put up a very strong opposition to the bill. They were not, however, able to show that any earnest concerted effort, on the part of the Cotton Trade, had been put forth to eradicate the evils existing in the business.

On the other hand the Grain Men were able to show that they were doing all in their power to eliminate gambling practices. On account of this showing the Committee reported on the bill eliminating the grain and grain products from its provisions and recommending the passage of the bill in so far as it affected the cotton business. In this shape the bill passed.

This was a signal victory for the grain trade. It, however, only emphasizes the obligation incumbent upon us to renew our efforts for reform. We must within ourselves exert the proper restraint over our business to keep it within bounds.

If we do not, the legislative power of the people will rise in its might and enact such measures as will not only restrain the business from doing unjust acts but is likely to go to such extremes as will adversely affect the entire grain business.

The leading question is: How shall we make such a showing as to prevent harmful legislation?

The answer is easy.

Simply labor earnestly, honestly and conscientiously to eradicate from the business the evils which exist within it; adopt and enforce such uniform inspection rules and regulations governing every branch of the grain business as will make it manifest to the public that we are able to control our own affairs; that we are honest in trying to give to the public a clean business management of that branch of trade that affects the cost of the "three meals a day" of every American citizen. That we will not tolerate questionable methods in the grain trade.

That the "Square Deal" is our motto.

This cannot be done by a handful of earnest workers if the vast majority of the grain trade remains inactive and refuses to help in the great work.

It cannot be done by shipping grain rejected in markets of the West and palming it off as high grade in the consumptive markets of the East.

It cannot be done by selling for export grain of high grade and then shipping abroad such inferior grain as will bring a hue and cry from every American consul in Europe.

It cannot be done by permitting such gambling methods as will result in establishing corners which raise the cost of food stuffs to prohibitive prices.

It cannot be done by unscrupulous dealers of the West selling large quantities of grain for shipment East, and refusing to deliver it simply because the markets have advanced.

It cannot be done by allowing the mixture of vast quantities of old clover seed with a small amount of new, and delivering it all on contracts for New Prime.

It cannot be done so long as any one Exchange or any number of them promulgate rules for the control of their own business, regardless of the rights of others. The general practice of the Exchanges of the country, having Committees composed of their own members to pass on differences arising between its members and outsiders, be they shippers to, or buyers from that market; is not only unjust but is pernicious and wholly undemocratic. The general tendency is to bring the whole Exchange system under suspicion.

It smacks very much of a Russian tribunal, judge, jury and council all chosen by one side and no hearing granted the other side.

Uplift Grain Trade: For one, I am ready and willing to continue the fight for the uplifting of the Grain Trade of this great country along the broad lines undertaken by the Grain Dealers National Assn.

Its principles are right and just. It is worthy of the most liberal support of the entire grain trade.

It should be made all that its name implies; A National Assn., indeed.

Instead of the struggle which it has had to maintain itself, it should be supported by every dealer in the country. All Exchanges should back it liberally with their money, time and influence.

I look with suspicion and distrust on any movement which detracts in any degree from the highest efficiency of this Assn.

Properly supported the Grain Dealers National Assn. can bring the grain business to an ideally high degree of excellence. It should be the arbiter of all differences arising in the trade, no matter whether in Exchanges or elsewhere, a court of last resort, the fountain head of all that is known or to be known relating to the grain business.

A Menace: I believe the Council of Grain Exchanges is a menace to the grain trade. Its general influence is bad. It undertakes to do for itself in a selfish way, what can be done much better and with less danger to the trade by the National Assn.

There is absolutely nothing which this federation desires accomplished which cannot be more efficiently done by this Assn., if the Exchanges would but give their time, influence and money to its support.

In having the Assn. handle the questions that pertain exclusively to Exchanges as well as those pertaining to the trade in general, all suspicion of collusion would be eliminated. The country shipper; the Eastern consumer and even the Exchanges themselves would be protected from suspicion.

In an address before the Indiana Bankers Assn. at Evansville a few weeks ago, Senator Beveridge in speaking of commercial organizations used practically the following language, "I can heartily endorse commercial organizations. They can be brot to a high degree of efficiency. I consider the Grain Dealers National Assn. the best commercial organization with which I am acquainted."

When the whole grain trade comes to appreciate the National Assn. as Senator Beveridge appreciates it, and to give it the support which it deserves; when the trade ceases to seek elsewhere for the solutions of problems which confront it; when the entire trade unites as one man to support and upbuild it; when sufficient funds are at the disposal of the Board to meet all requirements, then will we begin the solution of the legislative problem.

THE PRESIDENT: You have heard with pleasure the very able address given by Mr. Reynolds, Chairman of the Committee on Legislation. It is full of suggestions and full of truth. What is your pleasure regarding it?

MR. ROGERS: I move that the paper read by Ex-Prest. Reynolds be spread upon the minutes and received with thanks.

(Motion seconded and carried.)

THE PRESIDENT: Next is the report of the Committee on Crop Reports, by Mr. Fred Mayer of Toledo, Chairman.

MR. MAYER read the following report:

Crop Reports.

At a meeting of this Association one year ago a resolution was adopted requesting the Government to issue its crop reports

after the close of the grain markets. Later on, this committee took the question up with officials at Washington and endeavored to show the unfairness of issuing the reports while grain exchanges were in session, thereby giving individuals located in the various markets an advantage over those in the interior.

Whether or not this petition was the cause of a change, we do not know. However, the time of issuing the reports was soon after changed to 1:30. It may inconvenience some by having them come after the close, but surely it gives all an equal chance to operate on them, which was not the case before.

Wide variance of figures still exist between the reports of condition and acreage as given by state authorities and those of the Government. This Committee is of the opinion that some states have a very good system of gathering crop information. Especially is this true of Kansas. Other states have a very crude method. In our opinion Illinois leads the latter list.

The Government is doing everything possible to furnish the public with accurate crop reports, but possibly there is room for improvement. It seems to us in order to make the reports as near perfect as possible it will require the employing of more special field agents. At present the number is not large enough, and the addition of from three to five men would help materially. It is a well known fact that some of the traveling crop experts employed by grain houses issue reports that are indeed very reliable. The more accurate the Government reports are, the more attention will be given them, and it will have a tendency to diminish the number of private reporters, which, in our opinion, would be better for all concerned.

Weather Reports: There is also room for improvement in the reports issued by the Weather Bureau. At present the daily reports do not include enough stations, especially in the important grain producing states and during the crop growing season. Quite frequently a station will report clear weather, and yet ten to fifty miles away it may be raining and the rain would not show on the official map.

As with crop reports, those on the weather would be of much greater benefit if they covered a larger area, and if at a trifle

larger cost better service can be secured, should not this Assn. urge Congress to increase the appropriation set aside for these two departments?

We commend the action of the authorities at Washington in changing the time of issuing crop reports. We suggest that the secretaries of agriculture of the states issuing crop reports endeavor to meet with the Chief of the Bureau of Statistics at Washington, and an effort be made to adopt some plan that will result in the state reports and Government being uniform. We also recommend that Congress be asked to increase the appropriation set aside for the Bureau of Statistics and the Weather Bureau service.

FRED MAYER, Chairman.

MR. MAYER read an interesting paper on Government Crop Reports, which was written by Victor H. Olmsted, Chief of the Bureau of Statistics, U. S. Dept. of Agri. which will appear in the next number.

MR. ROCKWELL: I move that the thanks of the Ass'n be tendered to Mr. Victor H. Olmsted, who so kindly gave this report, and that our great appreciation be expressed.

MR. MAYER: I second the motion. Motion duly carried.

THE PRESIDENT: Gentlemen of the Grain Dealers' National Ass'n, we have the honor to have with us this morning Governor Jared Y. Sanders of Louisiana. Gov. Sanders has consented to speak to us on a subject in which we are both interested. Louisiana was formerly not a grain state, but lately it has become one, and we have a joint interest in that way. It has been decided that the Governor is in favor of a Panama Exposition, and he is in favor of the exposition being held at New Orleans; and the Grain Dealers' National Ass'n has stated that they were in favor of that. That is two



John F. Courcier, Toledo, O., Re-elected Secy.-Treas.

points on which we are in unison. Gentlemen, Governor Sanders.

Governor Sanders was received with applause and his able address closely

followed with intense interest.

After tendering the governor a rising vote of thanks the convention adjourned to 2:30 p. m.

TUESDAY AFTERNOON'S SESSION.

The convention was called to order by the President at 2:45 P. M.

THE PRESIDENT: The first thing on the program is the report of Committee on Natural Shrinkage, Mr. W. M. Bell of Milwaukee, Wis., Chairman.

W. M. BELL read the following report:

Natural Shrinkage.

Your committee to which was referred the subject of deduction for so-called Natural Shrinkage in the adjustment of claims for loss of grain while in transit, beg leave to make the following report:

While on some classes of grain under certain conditions there may be slight losses in weight while in transit in railroad cars, caused by evaporation, it is also a well known fact that at other periods the weight is sometimes increased by the absorption of moisture. On a year's average the loss is doubtless offset by the gain in weight and this phase of the subject may in this way be dismissed.

The Principle upon which the railway companies first adopted a shrinkage rule was based on the fact that the weight of the grain was ascertained in the elevator, both at the point of loading and unloading, and that in the process of loading and unloading cars there might be an invisible loss for which the carriers believe they should not be held responsible. It is therefore quite evident that the rule adopted by the railway companies was intended to cover this supposed "invisible loss," rather than that of natural shrinkage of grain, and that the latter is a misnomer, so far as the treatment of claims for loss of grain in transit is concerned.

Through the efforts of not only this committee, but also those of other associations and individual concerns, practically all of the railway companies operating in the west and known as the Western Trunk

Line Asso., have since May 1st of this year, canceled the rule which provides for various arbitrary deductions before settlement of claims was made.

This leaves us now to deal only with transportation lines operating east of Chicago which formulate and publish their rules through the Central Freight Asso.

On September 1st last, the Chairman of that asso. issued a notice stating that the eastern lines will be governed by the following rule in payment of claims for grain shortage:

"Claims for shortage will only be entertained when it is demonstrated that such shortage is the result of wreck or defective equipment or transfer of the grain by the railroad companies en route, or other causes for which the carrier is liable. If claims for shortage are properly payable as a result of the foregoing contingencies, full amount will be paid and the claimants will not be called upon to deduct the percentages from their claim as representing natural shrinkage. This means that when the record is perfect claims will not be entertained."

The foregoing rule is being strenuously opposed by the shipping interests as it is an effort on the part of the carriers to place the burden of proof for negligence upon the shipper.

The last clause of the new rule, which reads: "That when the record is perfect, claims for shortage will not be entertained," is in direct violation of Section 20 of the Interstate Commerce Law which provides as follows:

"That any common carrier receiving property for transportation from a point in one state to a point in another state, shall issue a receipt or bill of lading therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property * * * and no contract, receipt, rule or regulation shall exempt such common carrier from the liability hereby imposed."

It is the shippers contention under this provision of the law, that where the carrier receives a certain amount of grain at a point of origin it is its duty to deliver a like amount of grain at destination, and failing to do so, it is up to the carrier to make good the loss as insurer of the grain, except upon evidence that the loss was due to causes beyond its control, and for which it cannot be held chargeable, but the burden of proving this fact is upon the carrier rather than upon the shipper.

Information received from various sources, indicate that this subject is being considered and discussed by committees of many grain exchanges and associations and that conferences have recently been held with the Central Freight Asso.

It is our recommendation that this association enter a protest against the present ruling of the eastern lines and that a special committee be appointed to cooperate with the committees of other organizations who are now considering this matter for the purpose of agreeing upon some uniform basis for the adjustment of claims for loss of weight in transit.

Respectfully submitted,

WALLACE M. BELL,
Chairman.

MR. GRIMES: I move that the paper read by Mr. Bell be received and filed, with thanks to the committee, and that the recommendation of his committee that a special committee be appointed to carry out these changes, be adopted and the chair appoint a committee of three.

THE PRESIDENT: The Grain Dealer's National Asso. has for years worked side by side with the National Hay Asso. As sister associations we have worked together in perfect harmony. We have with us this afternoon the President of the National Hay Asso., Mr. B. A. Dean of Auburn, N. Y.

MR. DEAN read a paper from which we take the following:

Cooperation of Hay and Grain Ass'ns.

It afforded me much pleasure a few days ago to receive from your honored President an invitation to be your guest at this The 14th Annual Convention of this great Association, and the National Hay Asso. bows to the courtesy thus extended.

If the right spirit prevails in our Asso'n, if we are willing to divulge to, and absorb from, each other those experiences that have proved advantageous, if we are willing that each should profit by the other's experiences, if contact between educated minds has its sway in our councils, we will arrive at a criterion that will be safe to follow, and with the time, energy, and that that is being used in each of these two Assns by men of ripe experience and practical knowledge of business methods, a harvest of results should be in store for us, and it is up to us to harness those opportunities as they present themselves and put them into practical use. Hence, by co-operation between us we will be able to grasp the nucleus about which centers the best of the best minds of the practical business men that make up these two great commercial bodies.

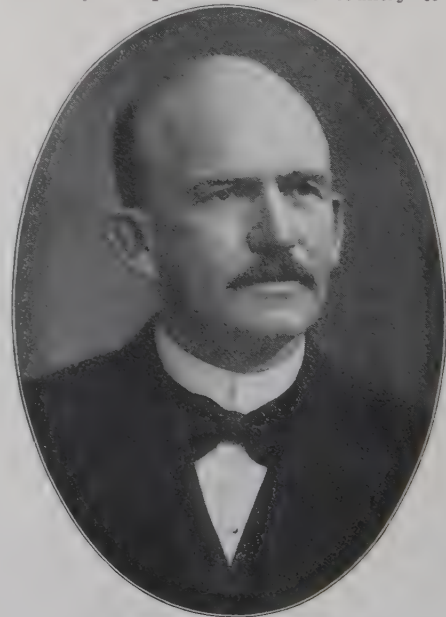
There was a day when individual dealt with individual more independently than at the present, and the benefits of organization did not appeal to men as now. In fact organizations such as the National Grain and Hay Ass'ns are in a measure of latter day invention. But combination of interests, the centralization of thought and the close touch each with the other that characterize the working of our Transportation Companies, The Cotton Exchanges, the Mining and the Manufacturing interests have taught us an object lesson. I apprehend the working benefits of those strong organizations produced an incentive in the minds of those who formed The National Grain and the National Hay Assns to get together and to gain the benefits that should necessarily follow.

The impression that oftentimes goes forth that organizations similar to ours are for the purpose of inflating of values or the cornering of markets is entirely erroneous: Rather the reverse, for by educating ourselves to a judicial and economic mode of handling and transporting these two commodities from the producer to the consumer (which is our province) we are in a sense agents of the public, and in a position to do them a service that is invaluable. As business men if our action is in keeping with the formula thus laid out, the service rendered will warrant us in demanding a fair and adequate compensation for the labor performed, and the thinking public will bear us out in such demands.

Right in the face of the advent of the automobile and electric roads which are today belting our country and penetrating into the most remote rural districts, the use of the telephone which has almost complete possession of the farming community, each has a tendency to reduce the demands for horses; yet it is a well known fact that the demand for hay and grain can scarcely be supplied in sufficient quantities by the producer in this country to



Wallace M. Bell, Milwaukee.



B. A. Dean, Auburn, N. Y.
President of National Hay Ass'n.

meet the requirements upon us. Those facts inspire us to aim for a still higher degree of efficiency in our work, and to bring about this efficiency.

The spirit of unfairness that exists between shippers and receivers is deplorable, and too strong language cannot be used against the practice that exists in many localities. It has been demonstrated to us plainly in the past that there were goods for us all to handle and we ought to be willing to offer the same spirit of fairness to a competitor that we would ask him to give to us under like circumstances. I am speaking now to members of this Ass'n that are bound together by a united purpose of handling their business in a business like manner, and I am inclined to say that it is to be deplored, that verbal understandings between business men are not adhered to as closely as written contracts, for in my mind there is no court or judicial tribunal whose edict should be lived up to more closely than that of a gentlemen's agreement. There is nothing more offensive to the man of his word than to enter into an understanding with others, he holding his own word inviolate and then learning that those in whom he had imposed trust had violated without even giving notice to him. This is probably the greatest source for distrust and discord that we as Ass'ns have to contend with.

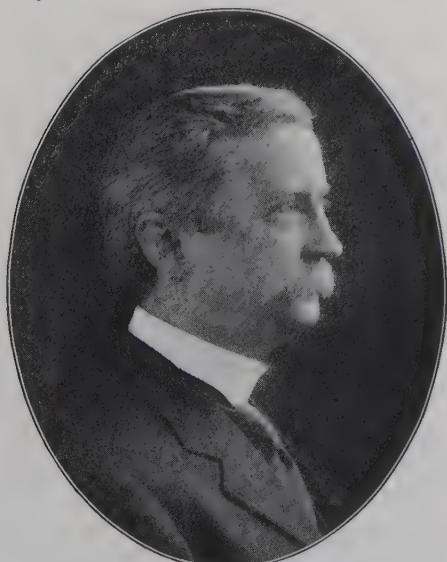
Mr. President and Gentleman,—We meet in Convention once a year, we enjoy its social features, and the advantages we receive from coming in contact with men of like experiences to our own. I, in a sense a delegate from The National Hay Asso., am enjoying immensely the opportunities this Convention affords me of getting in touch with you and your associates. But are we to be content with the social features that our meetings afford or is it our wish to foster and reinforce the true and tried principles that made us what we are, and institute new features that give promise of advancing our interests, and to the end that all features that we can be of service to each other in, are properly cared for, I would recommend that in the appointment of a Joint Committee between the two, that we exercise care in the selection of men of large mental caliber, men of sound business principles, men who are willing to lend us such a portion of their valuable time as will be required in the exercising of the duties thus committed to them.

THE PRESIDENT: The motion is that the thanks of the ass'n be extended Mr. Dean for his paper, that it be received and placed on file, and that a special committee of three be appointed to act on the recommendations of Mr. Dean. Motion put and carried.

THE PRESIDENT: I will appoint E. L. Rogers, E. M. Wayne and W. L. Shallenberg.

We will now hear the report of the Committee on Bills of Lading, Charles England of Baltimore, Chairman. (Applause.)

MR. ENGLAND read the following report:



Chas. England, Baltimore, Md.,
Chairman of B/L Committee.

Report of Committee on Bill of Lading.

The Grain Dealers National Asso. was among the first to take positive action favoring the adoption of a uniform B/L, having clearly defined terms, also equitable to the shipper and carrier. At the convention held at Des Moines, Ia., in 1901, and subsequently, the conditions concerning Bs/L were fully discussed, especially the risks and uncertainty of handling business by means of the irregular and nondescript documents heretofore issued to suit the whims of the various railroad lines, large or small. Many of the smaller initial lines issued Bs/L whose conditions were intended to meet local requirements, but imposed upon the delivering carrier, also the shipper, conditions which were embarrassing, to say the least, and made them unsafe as documents upon which advances could safely or legally be made.

Their terms also being uncertain concerning the handling and delivery of the merchandise, and regarding the charges to be collected for transportation. In all these years there has scarcely been a convention of a commercial organization or trade body in this country which has not continued the discussion and agitation for a satisfactory B/L. The financial institutions have interested themselves, and while they have been accused of selfish motives, it should be remembered that they are after all the representatives of their customers, the owner of the property, be he shipper or receiver.

The irregularity of state laws and their conflict in many instances with each other and with national statutes has appealed to the Bar Ass'ns, and they have endeavored to overcome objections which seemed to them important. Thus there has been a combination of commercial, financial and legal interests, such as probably never before worked together for a common purpose, all seeking to obtain from the carriers a proper B/L, and it is remarkable that their reasonable demands have been ignored.

Certain railroad officials have appreciated the situation and shown a desire to accord the business interests due consideration; but there are always some railroad men who appear not to have learned that the time is long past when any one interest can impose unreasonable requirements or burdens upon another, especially when that other interest is a patron. These opponents of a better condition have confused a very simple proposition and delayed the adoption of a proper B/L.

Altho the B/L promulgated by the Interstate Commerce Commission, effective Sept., 1908, was a long step in the right direction, and an improvement over the old forms, its greatest merit is its uniformity, but there remain in it conditions which should be eliminated. In Sec. 1 of the standard form of order B/L, adopted by the Interstate Commerce Commission, there should be eliminated the words "discrepancy in elevator weights." We contend that under Sec. 20 of the Interstate Commerce Act, the carrier is required to deliver at destination the same quantity of grain received at point of origin, except as exempted by law through damage resulting from the act of God, the public enemy, or an inherent vice in the property itself. In regard to Sec. 3, we hold that as to claims that the amount of loss or damage for which a carrier is liable shall be computed on the basis of the value of the property, and not upon the invoice price. Where property is damaged or destroyed through the negligence of the carrier, the owner should be reimbursed for the loss sustained in replacement. Again, in Sec. 3, regarding the presentation of claims within four months, this requirement should be stricken out, as it is not being enforced, or probably cannot be.

This organization has not only used its efforts to secure a proper form of bill of lading, but has advocated full legislation because of the difference in state laws upon this subject, both statutory and judicial, petitioning for the enactment by Congress of a full code concerning the same, with penalties to make it effective, on account of the lack of uniformity in state laws and the seeming impossibility of the higher courts to make their decisions conform to general business systems or requirements.

The B/L should be safeguarded by such enactment that it shall have proper value as an instrument of commerce and finance, and given such security that it will be as acceptable for collateral as are stocks and bonds, and advances upon it should always be obtainable at the lowest current rate of interest, especially as in regard to grain and its products, the bill of lading represents merchandise having an intrinsic

value rarely associated with stocks and bonds. The recent cotton failures in the south and the grain trouble at Albany must convince every opponent of good and safe business methods of the necessity of reform. The issuance of the so-called "accommodation Bs/L" whereby the agent of the carrier favors a shipper by signing a B/L before the property is actually in possession of the carrier, together with the possibilities of forgery, have placed banks in the position of handling Bs/L as security not because of faith in them, but mainly for the reason that they are offered by a customer in whom the banks have confidence.

The proposed validation of cotton Bs/L to guard against the recurrence of recent irregularities is about equivalent to a bank certifying a check, thereby becoming responsible for its value. If the financial institutions are successful (which seems probable) in their demand that cotton Bs/L shall be validated, it is certain that they will also insist that grain Bs/L must be guaranteed before advances will be made upon them, either as collateral for sight drafts or lease. However, if there are railroad agents who will issue accommodation Bs/L, it is reasonable to expect that other officials can be found to validate any B/L offered for this guaranty. Therefore, without a law placing responsibility and penalty upon the shipper, railroad agent and carriers for irregularities, the carriers can as readily and consistently repudiate the validation as they do the issuance of accommodation Bs/L by their agents.

Railroads use extreme care in the sale and issue of passenger tickets, no matter how trifling may be their value. Tickets are recorded by a series of numbers and properly stamped, also examined carefully by each railroad official handling them, and yet a B/L which represents far greater value, and in other ways more important, is regarded lightly. There is no reason why Bs/L should not be consecutively numbered, stamped and signed in ink, and when issued the carrier should be absolutely responsible for them. A shipper should no more be allowed to fill out or prepare a B/L, or have the blanks in his possession, than a passenger should be given blank forms of tickets to fill out to suit the point he is traveling to. Railroads have expended large sums to detect fraud in passenger tickets or prevent what is called "scalping" in them, but there is no public knowledge of a general desire on their part to so safeguard Bs/L or prevent the dealing in them improperly, altho afterwards responsibility may be assumed as a matter of policy.

As evidence of the general carelessness of railroad agents in issuing Bs/L and shippers in accepting them, we heard of a single office of a Division Freight Agent which in one month recently took up nearly one hundred and fifty defective Bs/L, voluntarily returning them to agents at point of shipment to be perfected. This action was for the protection of the innocent holders of these Bs/L or to expedite the handling of the property on arrival. There is little doubt that in the event of loss or damage to the property they represented that the owners would have no standing in a court of law, as in most of these cases the shipper was in fault.

The railroads are largely responsible for all the agitation on this subject. No business man or financial institution desires to impose upon the carriers any responsibility which should not rest upon them; but there is a positive demand for a general federal law which will make the carriers of interstate freight just as responsible as are individuals for the result of their negligence or refusal to use reasonable care for the prevention of loss or forgery. An examination of the instructions given by some of the carriers to their agents concerning the issuing and handling of Bs/L will probably reveal an utter lack of appreciation of the importance of safeguarding the interests of their patrons, and a violation of good business principles.

There is now pending in Congress a measure known as the "Stevens Bill," defining Bs/L, and providing for their issue. The measure has passed the House of Representatives, and is now in the Senate Committee on Interstate Commerce. This Ass'n should advocate its enactment, and every member impress upon his United States Senator the importance to the business interests of its prompt passage, thereby giving the business and financial interests the further confidence in the B/L which is necessary for a safe, proper and economical handling of business.

CHARLES ENGLAND.
H. L. GOEMANN.
JAS. W. SALE.

MR. ENGLAND: Your committee gave due consideration to the Steven's bill when it was before the House of Representatives, and were present at the hearing and advocated its passage. The committee beg to submit for your consideration the following resolution:

Endorse H. R. 17,267.

WHEREAS, The great staple crops of the country can only move in interstate commerce under Bs/L, and

WHEREAS, Great laxity has heretofore existed in the issuance of Bs/L for valuable property, and serious financial loss has been occasioned by accommodation Bs/L, for which legal liability has been escaped, also financial losses have accrued by reason of forged Bs/L, therefore it is essential that Bs/L should be in every sense bona fide and truly and faithfully represent the facts therein stated, good business principles demanding that for the benefit of the farmer, the dealer, the financial institutions and the carriers that all order Bs/L should be properly safeguarded, and as there has been passed by the House of Representatives and there is now pending before the Senate of the United States "A Bill relating to Bills of Lading" (H. R. 17,267), which has for its purpose the prevention of issuing irregular Bs/L of any kind, therefore be it

RESOLVED, by the Grain Dealers National Assn. in annual convention assembled, representing over five thousand buyers, shippers and receivers of grain in the various states of this country, that we heartily endorse Bill H. R. 17,267, relating to Bs/L, now pending before the Senate of the United States, and earnestly recommend its speedy passage, and be it further

RESOLVED, that a copy of this resolution be forwarded to the President of the Senate of the United States, with the request that it be presented to the Senate.

The report was received and placed on file and the resolution referred to the Committee on Resolutions.

THE PRESIDENT: Gentlemen, I will take your time for one minute to appoint a committee. The directors of the Board have suffered a severe loss in the past year, as you know, in the death of Arthur R. Sowers. I have appointed a committee to prepare suitable resolutions consisting of Messrs. J. W. McCord, Warren T. McCray and Chas. England.

The next on our program is the report of the Committee on Trade Rules, which was provided for this morning but could not be reached. Mr. John J. Stream, Chairman.

MR. STREAM presented the recommendations of the Committee.

J. L. KING: I move that the report be received and placed on file. (Seconded and carried.)

THE PRESIDENT: Now, Mr. Rogers, your motion as I understand it is that we have this report printed for distribution tomorrow morning, and action taken upon it then. (Seconded and carried.)

MR. WAYNE: Mr. Chairman, I wish to offer an amendment to the constitution. Amend Article 4, Sec. 1 by striking out the word "ten" in the fourth line and substituting the word "sixteen."

Also amend section 2 of the same article by striking out the word "five" in line one and substituting the word "eight."

Amend Article 6 of the constitution, Sec. 1, by striking out the word "three" in line four and substituting the word "five."

These articles pertain to the number of directors of the National Ass'n. We have now ten directors, and in Sec. 4 it strikes out the word "ten" and substitutes "sixteen"; sixteen directors; and in Art. 6, pertaining to the Executive Committee, it now is three and will make it five.

The reason for offering this amendment is that this Ass'n is gradually in-

creasing its membership and covering more territory than it has in years past. In the past twelve months over a hundred and fifty new members have come in, and a large portion of those members, I understand, have been taken in from territory that heretofore has never been covered. That being the case, it occurs to me that it would be proper and right to give that territory directors, and if we do so we will either be compelled to increase the number of directors or to cut out some of the directors we now have in the Northern territory. I believe it is essential to have more men working for the interests of the National Grain Dealers' Ass'n and the more territory we can cover, the better it is for the Ass'n. I offer this as an amendment to the constitution.

After some discussion Mr. Wayne's motion was carried.

THE VICE PRESIDENT: I present Mr. Campbell of Omaha.

MR. CAMPBELL: Gentlemen, it is quite a presumption for me to appear before you today and take up a minute of your time for such a selfish purpose as mine, but I hope you will forget me and my youth and remember for a moment that I am only here, as it happens, representing a thousand business men of the City of Omaha, who have sent an invitation to your convention, to your organization to meet in that city next year. The invitation has been filed with your Board of Directors, but I thot it well to speak a few words to you about it so it won't be covered up by your Board and forgotten.

THE PRESIDENT: Our next order of business is the report of the Committee on Uniform Grades, Mr. Wm. N. Eckhardt, Chairman, of Chicago, Ill.

MR. ECKHARDT read the following report:

Report of Com'te on Uniform Grades.

The progress toward the final goal of a general adoption of the uniform grade rules has been important in substance, if not in the number of the markets and governing Inspection Departments. The difficulty to reconcile moisture tests for corn has been the deterrent factor in the Southern Markets. It is, however, distinctly disappointing that the Northwest has not, and that only one of the large seaboard markets has indicated by favorable action the acceptance of the principle set forth by this Association in the uniform rules, discussed at length in former conferences and formally approved and adopted at St. Louis in 1908.

It is to be hoped that the apparently successful efforts thus far to demonstrate to the Lawmakers of this country that the Grain trade itself represented in all the large distributing and consuming markets would continue in their earnest efforts to correct the evils and irregularities that might exist, have not stayed the interest of the grain trade nor the desire to promote the work of this Ass'n which by the endorsement of its work and adoption of its rules is a substantial, nay practically an overwhelming confirmation, that the rules are right in the principle, if not acceptable in every detail in the widely separated markets, with variation in qualities and merits of the grain tributary to each and the various requirements of manufacturers or consumers at home and abroad.

It is quite natural that as old rules still govern in some markets and distributing centres, and the lapses that always occur in the best regulated Departments, that there should come to the surface some well defined suggestions for supervision of the grading in various ways and to hurry in that manner a greater uniformity in grading and individual construction of the rules, but the difficulties that lie in the way of enforcement or the practical enactment of such provisions are about as serious as would confront the Federal Government in its endeavor to properly enact a Law to control the inspection of grain in this country.

It should be possible to accomplish practical uniformity through the regular Grain

Committees of the various markets and exchanges. First stipulate uniform grade rules or specific terms, making your contracts—the faults and irregularities should be at once brot to the attention of the Committee at the offending market and upon a failure to recognize such complaint, the substance of same with proof should be submitted to the Executive Committee of this Ass'n for action. A willful refusal to consider the recommendation of the Executive Committee should be punished by expulsion from the Ass'n and immediate publication to all its members.

Lack of power to enforce rulings, or if it was so delegated, granting in such appointment of autocratic power to an individual as Supervising Inspector is not likely to become a popular or satisfactory feature.

A most important factor that will most surely and largely help to promote uniformity and mean much added wealth to the agricultural community is to urge upon the grower and to educate him on the advisability of marketing his grain only after it is properly seasoned and in marketable condition. There is probably no greater source of loss and friction to both the producer and grain handler than results from marketing of small grains directly from newly harvested fields or of corn that is picked and husked weeks before it is fit for commercial handling.

(Motion duly made and seconded that the report be received and placed on file.)

MR. COFER, of Norfolk, Va.: Mr. President and gentlemen, the Norfolk delegation was very much in hopes that we could settle our difference with the Uniform Grades Committee. We had a conference with that committee and made a few suggestions as to what we thought was due to the southern and eastern markets, and also some of the western markets. They did not seem to view the matter as we did. With that end in view, we have prepared a paper that we think covers the situation.

He then read the following paper:
NORFOLK'S PROTEST AGAINST CORN RULES.

The delegates representing all the dealers in the City of Norfolk, and the Board of Trade of that City, are here to protest against the present standard of grading as adopted by the Grain Dealers National Assn. We feel that in adopting such grades or rules for grading that the interests of all parties concerned have not been safeguarded as they should, and if a National body is to amount to anything, or wishes to stand for what is right, then all members of the Grain trade should be heard and such rules adopted as will best serve the interests of the entire trade, and not just one faction of it.

We are here to say that, in our judgment, the rules as adopted at the last Convention of this body, must have been promulgated largely for the benefit of and to suit the ideas of the Country Dealers and Western elevator people, who do a mixing business. So far as our market is concerned, and we believe most of the other Eastern and Southern markets agree with us, what we want is less dirt and rotten corn, and to be able to get something that we can offer to our trade as good honest value, and not be forced either to sell them something that is not what it ought to be, or to have to reclaim the grain before it is fit to ship, which you will readily see, must necessarily consume all of or more than the profit there is in the business.

We have bot corn from Western markets as No. 2 and received No. 4, and when buying No. 3 corn at times when nothing better could be had, we have frequently received No. 4 and "No Grade." Such corn as this we have absolutely no trade for, and it has to be sold at a heavy loss. We fully realize that for the past three or four years the quality of the corn crop has not been the best, and this is all the more reason why the western shippers should have been more careful in their selections, and instead of trying to give the very bottom of the grade, they should have given the top. We feel quite sure that a very much larger percentage of said crops would have graded No. 2 with proper care in sorting the rotten corn from the good when shelling, and if the corn had been properly cleaned. One of the greatest drawbacks to the handling of corn during the past few years has been the excessive amount of dirt allowed to go

in, and many heavy losses would have been averted with proper care in this respect, as we all know that dirt will cause corn to heat quicker than anything else.

A great many have argued that the corn was not good enough to grade No. 2, and markets offering to sell No. 2 were simply doing so to meet the requirements of buyers who would not take anything else. Down our way nearly all the buyers prefer the No. 2 grades, and we have been able to get some satisfactory corn, but in many cases we buy No. 2 and get something way below what it should be for that grade, and we are therefore forced to the conclusion that the Western markets, on such crops as we have had the past two or three years, simply reduce the grading to meet the conditions. This may be considered just in a measure, but in our opinion there is absolutely no justice in it, unless the buyer is given the full benefit in such cases.

To begin with we want the percentage of cob-rotten corn and dirt reduced in No. 2 and No. 3 corn. It is our opinion that corn with five per cent cob-rotten and two per cent dirt and broken grains, should not be classed as No. 2. We contend that 70 bushels of rotten corn and dirt in a 1,000 bus. car would make it unsalable as No. 2, and so far as our trade goes, they would not think of accepting such corn. When we get this kind there is no show to get rid of it except by cleaning, and in view of the very small margin these days, the dealer cannot afford to reclean corn. If he does so, he is losing money all the time.

Some markets that might be termed "dumping grounds" may be able to handle such corn, and doubtless they do, but it is our opinion from observation and experience, that the West is making a serious blunder in not seeing that the inspection rules are put on a more equitable basis. I say the West because we note very few of the Southern and Eastern markets represented on the Board or any of your Committees, and we therefore naturally assume that the rules are largely formulated in the interest of the West, and we want to repeat that in this you are making a grave error, because you are to some extent dependent upon the South and East to take a good part of your crop, both locally and for export, and the time has come when the Eastern and Southern dealers cannot do business profitably and satisfactorily unless there is a change made in the business methods of the West, to the end that they will vote for fair and just rules of grading, and that they will then see that what is sold is delivered.

In our opinion, unless this is done without delay, we will all live to see the grain trade of our country become more hazardous and demoralized every year. It is just as essential to have rules formulated to suit the buyer as the seller, for if the seller insists on having them to suit him altogether, he will soon discover he has no buyers, for as already stated, the buyer cannot stand it, and many of them will quit the business if they cannot get what they buy.

Another point we wish to raise is the fact that in No. 3 corn just double the quantity of dirt and damaged corn is permitted as in No. 2, while the buyer rarely ever gets benefit of more than 1c per bushel difference in price. In other words, under present rules, No. 3 corn can contain 10 per cent of cob-rotten corn and 4 per cent of dirt, or 140 bus. to the 1,000 against 70 bushels to the 1,000 in No. 2, and still the buyers are only given the option of buying No. 3 corn at 1c under No. 2, but gets twice as much dirt and rotten corn. On present market, we figure that the additional quantity of dirt and rotten corn would amount to 70 bus. at about 50c per bus. or \$35.00 on a thousand bushel car, while the buyer gets benefit of only 1c per bushel in price, or \$10.00, leaving a profit on the deal of about \$25.00 per car for the seller.

Whenever our corn crop matures in such condition that hardly any of it will grade No. 2, in our opinion it should be sold honestly for what it is, let it be No. 3 or No. 4, but for heaven's sake give the buyer all the benefit he is entitled to in the price, if he is forced to take a low grade article, and don't allow him only 1c per bushel on corn, that he should have 3c on by reason of actual difference in value as shown by your own grading.

Conditions are wrong and should and can be righted if this Asso. will go at it and in the right way; and we say frankly, unless they do so, they cannot and will not, we believe, have the support of a great many of the markets, especially those in the East and South; and not only these sections, but I know that some of the Western markets do not favor the rules as adopted by this Asso., and feel that they are arbitrary and unjust. We want to predict even further that in our

humble judgment, unless some system can be devised by which the grain crops, corn more especially, can be handled on a more satisfactory basis and conditions materially improved especially with reference to the grading and handling of corn, the Government will take charge of the whole business, and they could not be blamed for surely they could not do much worse than is done at present.

Our little market down by the Ocean wants Uniform Grading at all times. We do not want it under Governmental supervision, because we think practical grain handlers should know better how to handle conditions than the Government.

If we wish to live and let live, and do business on an honest basis, then we should set about reforms immediately, and the first and principal reform, as we see it, is the raising of the standard as to grades, and then to see that such standards are lived up to by the Inspectors, and make any and all violations punishable to the very fullest extent, and if there is no law now in force by which they can be reached, such a law should be enacted immediately in all States and rigidly enforced.

THE VICE PRESIDENT: The motion is on the acceptance of the report offered by Mr. Eckhardt.

MR. CULVER: I wish to offer an amendment to Mr. Eckhardt's motion, that the grading rules, passed at Indianapolis in 1909, be adopted by this Ass'n as the rules for the ensuing year, 1911.

(Motion seconded.)

MR. ROGERS: I offer an amendment that the report of the Committee on Grades be recommended to the committee with a recommendation that some modification be made in the existing rules. If you will bear with me one moment; the life of this association is in the grading of grain. The grades of grain was taken up to forestall any possibility of Government interference, and unless this ass'n can make rules on grades of grain that are acceptable to this country, the object of this association is a failure.

MR. COFER: I second that.

MR. ECKHARDT: Personally, I feel it is hardly fair to recommit this report to the committee. I want to say in explanation now that the Secretary requested a meeting of the Promulgation Committee this morning at 9 o'clock in the Secretary's office. We waited until nearly half past nine and only four members of the committee appeared.

For the rules I want to say this: That on 3 or 4 different occasions the Uniform Grades Committee met at different points and after these various conferences we met at St. Louis and these rules were gone over verbatim, one rule after the other. There was a scrap I think for two days and the rules were finally adopted. The question of damaged grain in corn was one that was discussed for a large part of the time, that the rules were considered, and the same question arose as to the dirt in corn.

Now, as to the question of damaged corn or dirt in corn, I doubt whether you gentlemen considered what 2% of dirt means. I know that 5% of damaged corn is a moderate percentage for No. 2 and 10% a moderate percentage for No. 3, and there is only one lower grade and that is No. 4. The Western markets have been fair enough to adopt these rules. They have conceded a point, they have given way. They have said the rules don't suit us, but for the sake of helping the association along we will adopt the rules.

The eastern markets haven't done that, I think, barring Baltimore—with such additions as were necessary for that particular section. There was nothing to prevent Philadelphia from adopting the rules and adding something to meet the requirements of that particular section. A

gentleman writes me that 5% damage is all right for export grade No. 2 corn, but it isn't all right when he wants to sell No. 2 to a local customer. I contend that they should be the same. The same should be true as to No. 3 corn. These rules don't fit the Chicago market exactly, but Chicago, a large handler, has accepted the inevitable. It seems to me it is uncalled for at this time to ask committee to take back the report and fit the conditions of Norfolk.

In Iowa, probably 85%, and in other states anywhere from 65 to 95% of the corn is fed on the farms, and if you draw up rules to fit a particular section of the country, you are going to antagonize the farmer. You have got to be fair to the men that produce the stuff. You are a commercial market in handling this grain. We can't fit these grades to fill the particular wants of a little section in the East. They have to give way the same as the rest of us. I notice the gentlemen who have asked us at various times to formulate grades for their section, have not signified by their actions that they were in earnest, with reference to their talks.

B. A. LOCKWOOD, Des Moines, Ia.: I believe that the inspectors of most of our markets, if not all of them, are trying to be honest as between man and man. I also believe that if a man buys a car load of corn with the understanding that it is to be cleaned and blowed that he will get it. But I don't think that a man is justified in buying a carload of corn and expect that corn to come in cleaned or cleaner than it ordinarily would be without buying with that understanding. Now, the Eastern market we must grant, and some of the Southern markets, they are markets that want a peculiar quality of corn. I am here to say for myself that they can get it. All they have to do is to pay for it. A man must not buy a commercial grade of corn knowing that it does not fit his particular market without being dusted up, he should not buy that corn in any market.

MR. CULVER: Mr. President, and gentlemen of the convention: My integrity as a man and inspector and a member of the Promulgation Committee has been taken in question by the paper presented here by the South. That I as an individual presented rules to this ass'n that were biased or favored anybody, I will say that every rule in that book was composed from every market in the United States and on averages taken from the actual grades of the different markets and the average struck from the whole. The miller, the dealer, the shipper, the receiver, the farmer, had no more to do with it than you or this association had. They were presented to the St. Louis convention and passed after three days' hard work. Mr. Reynolds said we were five years getting these rules through to stop National legislation. We were nine years, from Mr. Lockwood's time down. For five years I worked on those rules and put in my spare time. I was glad to hear Mr. Shellabarger say what he said, and the Illinois Dealers will tell you what I said before them. I pledge you on my honor that the average was struck from an average grade from every market in the United States, and these were placed before the St. Louis convention and they accepted them and endorsed them.

Last winter the matter was taken up in Chicago before the Warehouse Commission and the gentleman charged me with favoring the city markets instead of the country. I favored nobody. I struck the averages as I found them and sub-

mitted them to this convention and they were approved. The agitation along this line is driving the trade to Government inspection, and when you once get it you will wish you didn't have it. It will mean so many more political mouths to feed, and who is going to pay the bill? All

you gentlemen that are selling grain.

After a long drawn out discussion the amendment was lost, by a vote of 11 for to 35 against and the original motion to adopt and file the report of Mr. Eckhardt was carried.

Adjourned to Wednesday, 9:30 a. m.

WEDNESDAY MORNING'S SESSION.

The Wednesday morning session was called to order at 10:30 by President Tyng, who called for the report of the Com'te on Publication of Arbitration Decisions.

H. S. GRIMES, chairman of the Com'te, read the following:

Report of the Committee on Publication of Arbitration Decisions.

Your committee to whom was referred the question as to the advisability of publishing a pamphlet form for the use of our members the decisions of the arbitration committee from the time of the establishment of this committee up to the present date, beg leave to report as follows:

We made a careful and painstaking investigation, and find that it unquestionably would be beneficial to the trade to have these decisions before them for inspection.

There are many reasons why this should be done, but the principal one is that our members may have a guide to go by in case of a similar situation existing in transactions that they may make.

We find many parallel cases in our researches, and we feel if the parties interested in similar cases could be able to look over the decisions in the past, and find a parallel in one of them, that it might govern them largely as to the settlement without referring it to the arbitration committee and avoid legal proceedings if contemplated.

We can find no case on record that has in our opinion been arbitrated wrongfully, and we find in many and many cases where if it had not been for the good office of the arbitration committee that long and expensive litigations might have resulted.

Very few cases have been appealed from the arbitration committee to the Board of Directors, as our by-laws provide, and in cases that were appealed we find the Board of Directors has sustained the committee on arbitration in its decision.

Our investigations lead us to make inquiries as to the feeling that followed the decisions of the arbitration committee, of the interested parties, and it certainly is a pleasure for your committee to report very few incidents where the parties were dissatisfied, and even with the dissatisfied ones we find in the majority of cases that they are still doing business with the parties with whom they had the arbitration, and on the other hand if these particular cases had gone into a Court of Justice there is no question but what litigation would have engendered a feeling between them that would have resulted in the entire cessation of business relations, at least we are led to believe that such would be the case, as precedents govern us in our conclusion.

Your committee feels that no better service could be rendered to the members of this Asso. than allowing them the privilege to have in compact form a complete copy of all the arbitration decisions. We believe that it will avoid litigation, and the members can refer to the decisions, wherein cases are of a similar character, thereby gaining knowledge that may influence them to arrange an amicable settlement.

We recommend that the Secretary have published all the decisions in book form, and do it as expeditiously as he possibly can, and mail to each member of this organization a copy, following it with a circular letter under 2c stamp, calling attention to its being sent.

CHAS. ENGLAND: I move the report be received and the decisions printed.

C. C. MILES, Chairman of the Arbitration Com'te, reported a resolution favoring the amendments recommended by the Secretary in his annual report and it was adopted.

H. S. GRIMES, Chairman of the Com'te on Resolutions, reported a reso-

lution endorsing House Bill 19,862 presented on Monday by the Telephone & Telegraph Com'te was adopted as follows:

The resolution presented by the B/L Com'te at the close of its report was adopted.

RESOLVED that the members of the Grain Dealers National Association, through their respective representatives in Congress, render every assistance and support for the enactment of Hon. Wm. J. Cary's filing time bill now before Congress, known as Bill H. R. 19862, and that the Legislative Committee of this Association be instructed to further in every way the enactment of the Bill; be it further

RESOLVED that a copy of this resolution be forwarded to the Honorable W. J. Cary with instructions that he could have as many copies as he may desire for his personal use.

A resolution recommending the appointment of a com'te of two from this ass'n to co-operate with a like com'te from the National Hay Ass'n in matters of mutual interest was adopted.

Resolutions of thanks to J. Collin Vincent of Baltimore for his able paper on Foreign Grain Competition; to Victor H. Olmsted, Chief Statistician of the U. S. Dept. of Agri., for his paper on Government Crop Reports; to the Rev. Frank G. Smith, D. D., for his inspiring invocation; to David A. Noyes for the excellent manner in which he has looked after the ladies, and to the manager of Hotel La Salle were adopted.

The resolution recommending that in all markets where grain is inspected in a central office hermetically sealed cans be used in taking samples from cars to office was laid on the table.

The following resolutions were also adopted:

Hour of Issuing Crop Reports.

RESOLVED, That this Asso. commend the action of the Bureau of Statistics in changing the time of issuing crop reports to 1:30 P. M.

RESOLVED, That the large difference at present existing between the reports on grain acreage and condition of some of the State Agricultural Bureaus and those of the Government be brot to the attention of the various states and the Washington authorities, with the suggestion that there be a meeting of said parties, and an effort be made to adopt a plan that will result in uniformity.

RESOLVED, That this Asso.' respectfuly ask Congress to place at the disposal of the Weather Bureau and Bureau of Statistics an increased appropriation so that better results may be realized.

Thanks to Officers.

Be it Resolved by the Grain Dealers National Asso. in Convention assembled, this twelfth day of October, 1910, that we tender to the officers for the past year our sincere thanks for the pains-taking manner in which they have conducted the business of the Asso.

While all the members of the Committees deserve special thanks, we cannot help mentioning more particularly the work of the Arbitration Committee. It is especially desired to thank the members of the Arbitration Committee, whose work has been conducted in such an excellent manner that no criticism of any kind can be offered. The members, Messrs. Miles, Wasmuth, and Grubbs, certainly deserve special mention and the sincere thanks of this Convention.

It is the desire of this Convention to extend to President Tyng its most earnest thanks for the excellent work that he has carried on during the past year; therefore be it.

RESOLVED, that it is the earnest wish

of this Committee that a vote of thanks be tendered him as a tribute to the energy displayed in conducting the affairs of the Ass'n throughout his term of office.

While it is expected that the Secretary of the Ass'n shall devote his time and energy to the interests of the organization and use his best endeavors to further those interests, we cannot help but mention the untiring manner in which he has conducted his work, with that end in view.

Secretary Courcier has worked incessantly during the past year, and as his report will show, the results have been largely beyond the expectations of its members. Due almost exclusively to Secretary Courcier's hard work, this Ass'n has gained in membership and in finances to such an extent that we can safely say that there will be no further occasion to be apprehensive of the future. It certainly has been shown by his very excellent report that the Grain Dealers National Ass'n is on a better footing today than at any time since its organization.

Thanks to Entertainment Committee.

It is the desire of this Convention to extend thanks to the members of the different Committees of the Chicago Board of Trade who have so faithfully carried out their part of the entertainment of the delegates of this convention; therefore, be it

RESOLVED, that this convention extend to all committees the thanks of the convention for the courtesies shown the delegates. The entertainment provided for the delegates was all and more than could have been expected, and each and every member desires personally and collectively, through this committee, to voice these expressions of appreciation.

RESOLUTION OF SORROW.

Arthur R. Sawers, a charter member and one of the most active members and supporters of the Grain Dealers National Asso., died at his residence in Chicago, June 22, 1910.

In his death, the Association sustained the loss of one of its most valuable and enthusiastic workers. He was ever ready to respond to every demand made upon his untiring energy and also contributed material support and assistance by his wise and judicious counsel in the advancement of the principles represented by the Association and the improvement of the trade conditions generally. Therefore be it

RESOLVED: That this Association, in convention assembled, do hereby express its profound sorrow and deepest regrets for his untimely death. Be it further

RESOLVED: That a copy of these resolutions be sent to his family and that a page in the record of the proceedings of this meeting be set apart to his memory.

J. W. McCORD.
CHAS. ENGLAND.
W. T. McCRAE.
Special Committee.

J. H. COFER of Norfolk, Va., read an invitation to the Ass'n to hold its next annual meeting in Norfolk. From it we take the following:

NORFOLK WANTS MEETING.

Norfolk desires to be heard from again, but not this time in shape of a protest. We are delegated by our Board of Trade and the City of Norfolk to extend to you a most cordial invitation to hold your next Convention in the City by the Sea. We are well supplied with good up to date hotels and are prepared to properly handle conventions no matter how largely attended.

We will give you an old fashion Virginia oyster roast at Cape Henry, Va., serving the most delicious oysters that grow, and you will also be able to taste of the best sea-food to be found anywhere. In addition to all this, we will show you one of the richest sections of this whole country.

We will show you the next best, if not the very finest harbor in the United States. We do not think any of these conditions can be excelled in any section of the country. We will also show you two of the best lighted streets in the United States. We could enumerate many other attractions and advantages down our way, but we will not undertake to do it here, as we want you to come and see for yourselves.

The matter was referred to the Board of Directors.

J. C. LINCOLN of St. Louis, President of the Industrial Traffic League, read an able paper on the Federal Railroad Law as Amended, which merits the close perusal of every shipper. From it we take the following:

The Act to Regulate Commerce.

It may be proper to state at this time, there is a great ignorance on the part of the general public and the shipping community of the provisions of the law created by the general government for the protection of the masses from corporate greed or corporate discrimination, from an undue tax upon the people in discriminative and unjust transportation charges. It was well that the public became better informed of its rights and privileges under the existing law; that officials charged with the conduct of the business of our great common carriers, likewise inform themselves and by tempering their affairs and customs to the intent as well as provisions of the law, create that confidence in the great arteries of transportation that course up, down and across our country that will bring about pride and trust instead of the existing feeling of distrust.

I beseech our shipping public to study well existing laws. They will not work automatically, but by compelling their enforcement it will certainly bring about equity by removing unjust discriminations, excessive and unreasonable rates, and unreasonable rules and regulations. I caution them against the proposal of any additional laws except such as are necessary to give full force and effect to the intent of those we have or to make them enforceable.

I began my business career in 1876 as a railroad man, and, until the last four years, it has been in the railway service. Lately I have been the representative of that conservative body, the Merchants' Exchange of St. Louis, in the conduct of their transportation affairs and the solution of their problems.

My entire railroad experience was in a territory where man's mind acts. Where a thinking public more readily grasps unjust and discriminative practices employed in business, in corporate or in governmental affairs. Where we are thoroughly progressive, although sometimes called radicals, extremists, and even insurgents. Where by our driving, dash and force, we carry things along with us, and sometimes the pendulum, for the moment, is thought to be swung too far.

Before dealing with the present I will briefly review the events leading up to the enactment of the recent amendments.

GRANGER LAWS.

I have noted the gradual growth of Government regulation over railroads. The efforts of the corporations to stem the tide and to defeat each measure. The steady progress made with resultant benefit to those by whom most opposed, for I do not believe there is a railroad manager who would be willing to go back to the cut-throat methods and excessive competition which prevailed prior to 1887 and even up to 1903. The discriminations practiced by great railroad corporations had reached such an acute condition, resulting in public indignation against carriers, that through the medium of the widespread "Granger movement" State regulation of common carriers was then established. It was in the seventies that the States in the Middle West, Illinois, Iowa, Missouri, Minnesota, Kansas, Nebraska

and others passed the "Granger laws," fixing maximum rates and prohibiting discriminations. The will of the people was contested, resulting in appeals to the Supreme Court which (in 1877) upheld the regulations enacted by the different States, thus compelling a greater respect by the corporation for public opinion.

While State regulation of common carriers was firmly established by the Supreme Court decisions in the "Granger cases," it soon became obvious that National legislation should be enacted in order to regulate the great bulk of our commerce which is composed of "interstate commerce." It was very soon observed that in the absence of Federal regulation but little toward real regulation had been accomplished. Murmurs and discontent on the part of the public of practices which prevailed in "interstate commerce," and which had outlived their usefulness, compelled attention on the part of Congress looking to Federal regulation.

While various efforts were made from 1874 to 1885 to secure the enactment of Federal laws regulating railroads, nothing was accomplished.

INTERSTATE COMMERCE ACT OF 1887.

In March, 1885, under authority of a resolution adopted by the Senate of the United States, a select committee was appointed "to investigate and report upon the subject of the regulation of the transportation of freight and passengers between the several States by railroad and water routes." After a very extended investigation and the taking of a mass of testimony the committee reported that "no general question of governmental policy occupies at this time so prominent a place in the thoughts of the people as that of controlling the steady growth and extending influence of corporate power, and of regulating its relations to the public," especial reference being had to those corporations engaged in transportation.

One of the first questions which arose was as to the power of Congress to regulate commerce. The Constitution provides that "Congress shall have the power to . . . regulate commerce with foreign nations and among the several States and with the Indian tribes. To make all laws which shall be necessary and proper for carrying into execution the foregoing powers."

It had been held by competent authority that commerce, in the meaning of the Constitution, includes the transportation of persons and property from place to place by railroad. Interstate Commerce is all commerce that concerns more States than one. The power to regulate such commerce is vested exclusively in Congress. The States being without power to regulate interstate transportation, the people must look to Congress alone for whatever regulation may be necessary.

While it was held, by reason of private capital being invested in railroad corporations, they should not be restricted in the exercise of right of management and tolls to be collected, the courts have held to the doctrine "that railroad corporations are public corporations created solely for the good of the public and that they are to be dealt with accordingly." It was held that freedom of management could not safely be left with railroad corporations and that Federal statutes should be enacted in aid of the common law by means of which justice could be quickly reached and secured.

The Senate Committee, in summing up the mass of testimony taken, memorials and documentary evidence secured through an extensive research, reported, among other things, that the following matters were complained of and elements which should be considered:

Reasonableness of local and through rates, local rates being unreasonably high as compared with through rates.

Extortion and unjust discrimination between individuals and between localities.

Lack of publicity of rates and effecting of changes without notice.

That through the medium of rebates, secret rates, etc., railroads fostered monopolies to the enrichment of favored shippers and to the prevention of free competition.

Advisability of establishing maximum and minimum rates.

That rates were established without regard to actual cost of service performed and were based upon "what the traffic would bear."

Elements which should enter as a factor in the fixing of rates.

Right of shipper to route freight.

Rates for long and short hauls.

Issuance of free transportation.

Classification of freight.

Pooling.

Publicity of accounts.

Supervision of financial operations. In what manner should the regulation be enforced.

It will be noted that some of these matters have only been corrected after a period of 25 years and some are still before the public.

The result of the investigation and the committee's report to Congress was the passage of the Interstate Commerce Act made effective April 5, 1887.

With the passage of this act the panacea for all of our ailments was thought to have been attained, but through the ingenuity of officials charged with the management of railroads the clear intent of the law was frustrated and it was soon found to be inadequate as a preventive of the abuses sought to be corrected by the act. Tariffs were disregarded; discriminations, not only as between individuals but as between communities, were continued; rebates were paid and orders of the Commission were defied.

It was believed, under the act of 1887, that the Commission had power to establish a new rate where the former rate was found to be unreasonable, and at first the orders of the Commission were generally observed. A case arising, in which, in the minds of the carriers, there appeared to be a great deal at stake, an attack was made upon the power of the Commission to fix a particular rate, and an appeal was then taken to the Supreme Court of the United States. The Supreme Court (in May, 1897) decided it was not the intent to grant to the Commission authority with respect to rates to be established although the existing rates were condemned.

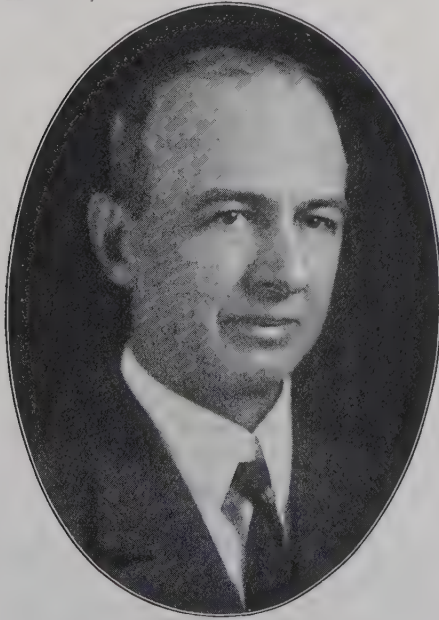
Whereas it had been the practice, prior to 1887, to give competing centers the benefit of lower rates than applied to local points, with the passage of the act of 1887, throughout Official and Western classification territories the intent of the fourth section—long-and-short-haul clause—was very generally observed. The application of the fourth section proved distasteful to trans-continental lines and the Southern lines. Exception was taken to the enforcement of the long-and-short-haul clause, and upon an appeal to the Supreme Court a decision was rendered, by reason of the term "dissimilar circumstances and conditions" as provided for in the act, that carriers could apply a lower rate for a longer than for a shorter haul where dissimilar circumstances and conditions prevailed. Under this decision competition between carriers at terminal points and at competitive points was held as creating those dissimilar circumstances and conditions provided for in the act, and in consequence railroads could not be charged with a violation of the act if they charged a less rate for a longer than for a shorter haul without first securing the permission of the Commission. The result of this decision was the building up of competitive and terminal markets to the disadvantage of surrounding local territories. The decision of the Supreme Court in fact nullified the intent and purpose of the framers of the fourth section.

ELKINS ACT.

The rank discriminations created through the medium of rebates and the widespread practice of carriers—not without solicitation—to grant rebates, the lack of power lodged with the Commission, or, in the terms of the act itself, to prevent and punish those guilty of the giving and receiving of rebates, compelled attention at the hands of Congress and in February, 1903, there was enacted as an amendment and supplement to the act of 1887 what is known as the "Elkins Act," which had for its purpose the prevention of departures from published tariffs, the punishment by fine or imprisonment, or both, of all parties, either carrier or shipper, failing to comply with the act, but as usual the carriers found the loophole through which they could make their escape. As late as 1905 high executives of railroads and the Interstate Commerce Commission testified that rebates and discrimination had not ceased. New devices were created and discriminations continued. While not preventing unjust discriminations, through the granting of concessions, a great forward step was taken which was further perfected by the act of 1906.

While this legislation was being enacted the public was clamoring for and the Commission was asking that power be vested with the Commission to fix a new maximum rate where the existing rate was condemned, but this was defeated.

Repeated appeals from the public followed the decision rendered in 1897. The attention of Congress was often called to the need of power being vested with the Commission to prescribe what should be a reasonable maximum rate, or reasonable regulation in the place of one found



J. C. Lincoln, St. Louis, Mo.

upon complaint to be unreasonable or unjust; for additional power in the correcting of discriminations due to rebates and for power in the enforcement of orders of the Commission, but neither the act of 1903 nor subsequent legislation, prior to 1906, availed.

HEPBURN BILL.

Marked progress, in the way of railway rate regulation, was enacted by Congress in June, 1906, in the passage of the Hepburn Bill, which gave to the Interstate Commerce Commission new and exclusive powers. The provisions contained in the Hepburn Act, of striking importance, were the following:

Sec. 1 was amended so as to extend the provisions of the act to include express and sleeping car companies and to pipe lines. The term "transportation" was extended to include cars and other vehicles and all service in connection with the delivery, elevation, refrigeration, storage, etc. Prohibited the issuance of free transportation. Prohibited carriers from transporting commodities in which they are interested, timber and products thereof being excepted. Gave the Commission power to establish switch connections.

Take notice that the suppression of free transportation, so much condemned in 1885, was not written into the statute until 1906, thus eliminating that most obnoxious method of influencing legislative bodies and favoring large shippers.

Sec. 6 was amended so as to provide that changes in rates, rules and regulations should only be effective upon 30 days' notice. Tariffs to specify names of lines, parties thereto and evidence of participation. The 30 days' notice was made necessary to counteract the publication of midnight tariffs, so-called, of which a favored few had advance notice, and through those favoritisms were enabled to receive beneficial effects by anticipating reductions.

It was not an uncommon practice for carriers to deny participation in certain tariffs and refuse to protect rates provided for therein to the injury of the shipper. This requirement was made so that shipper might know the line or lines parties to the publication and amenable to the rates provided for therein.

Sec. 10: Rebates and discriminations of all kinds were again prohibited and provision made for a fine of not exceeding five thousand dollars for every person or corporation, whether common carrier or shipper, guilty of giving, receiving or soliciting rebates, and the imprisonment clause embraced in the original act was re-enacted, said penalties also applying in case of false billing, false classification, false weighing, etc.

If the Hepburn Act is really corrective of rebating, as is believed to be the case, it will be noted that it has taken 20 years to correct one of the most obnoxious forms of discriminations as pointed out in the investigation of 1885.

Sec. 15 gave to the Commission power to determine and prescribe just and reasonable rates to be observed as the maximum charge; also gave the Commission power to determine and prescribe just and reasonable regulations or practices. Orders of the Commission to become effective in not less than 30 days and to continue in force not to exceed two years unless superseded or set aside by the Commission or court of competent jurisdiction. The Commission was given authority to establish through routes and joint rates. It gave the Commission power to determine just and reasonable charges or allowances for services rendered by the owner of property transported or for any instrumentality furnished by such owner and used in such transportation.

While the act of 1887 was presumed to give the Commission power to establish a new rate, rule or regulation in the place of the one condemned, and was so construed until 1897, it was not until 1906, almost 20 years later, that the will of the people prevailed.

Sec. 16 gave to the Commission power to award damages.

Sec. 20 gave to the Commission further powers in regard to the rendering of annual reports, monthly and special reports, prescribing the forms thereof and punishment of carrier for failure to keep accounts as prescribed by the Commission, false entries, etc.

Provision was made that the initial common carrier shall issue a receipt or bill of lading for property received for transportation and shall be liable to the lawful holder thereof for any loss, damage or injury to such property caused by it or by a connecting carrier.

The greatest step forward in the enactment of this legislation was the giving to the Commission power to fix a future rate, rule or regulation. The action of the Commission, when decisions rendered

under these powers proved distasteful to carriers, was enjoined with the view of having the decision of the Commission reviewed by the Federal court. That the power of the Commission was exclusive in the matter of fixing a future rate, rule or regulation, was affirmed by the United States Supreme Court in 1909 when the court held that the findings of fact as ascertained by the Commission were not subject to review; that appeals from the Commission's decisions could only be entertained in the higher court, where the Commission had exceeded its jurisdiction or the constitutional question of confiscation was involved.

That the legislation effected by the amendments enacted in 1906 failed to meet all requirements and give necessary finish to the legislation upon so important a matter as the commerce of our country, was apparent by the agitation in the Sixtieth and Sixty-first Congresses and messages to Congress by ex-President Roosevelt and President Taft, setting forth the necessity for additional amendments to the commerce act protective of the public's interests. The main features considered at the recent Congress in connection with further amendments to "An Act to Regulate Commerce" pertained to the establishment of a "commerce court"; and

Quotation of rates.
Right of shipper to route freight.
Power of Commission to suspend proposed changes.
Long-and-short-haul clause.
Supervision over stocks and bonds issues.
Physical valuation.
And amendment strengthening existing sections.

MANN-ELKINS BILL.

On Jan. 7, 1910, the President, in a special message to Congress, submitted recommendations as to proposed amendments to the Interstate Commerce Act and the establishment of a "commerce court." Bills were introduced simultaneously in both the House and Senate with the end in view of carrying out the President's recommendation. The House and Senate Committees entered upon extensive hearings and investigations, and after a very exhaustive debate, both in the Senate and House, the present law, known as the Mann-Elkins Bill, was passed and was signed by the President on June 18, 1910.

I think it would therefore be well to give full consideration to those amendments conserving shippers' interests and into which it would be profitable to go somewhat in detail.

ADDITIONAL CORPORATIONS SUBJECT TO ACT. REASONABLE CLASSIFICATION, BS/L, ETC.

Section 1 is amended as follows: (1) By making telegraph, telephone and cable companies subject to the provisions of the act. (2) By making additional requirements of carriers to provide reasonable facilities for operating through routes and interchange of cars used therein.

While the former act gave the Commission power to establish new routes, and just and reasonable rates applicable thereto, the question was raised as to the operation of such through routes and the interchange of cars employed therein, carriers frequently resorting to the practice of placing embargoes upon equipment going beyond their own rails altho they were parties to joint through tariffs and through arrangements. This amendment places with the Commission the power to require carriers to provide reasonable facilities for operating through routes and to interchange cars used therein.

(3) By making it the duty of common carriers to establish just and reasonable classification, receipts and bills of lading, marking and packing of freight, personal, sample and excess baggage, and all other matters relating to or connected with the receiving, handling, transporting, storing and delivery of property.

Great powers are given to the Commission under this section as affecting classification, bills of lading, transportation of sample and excess baggage, and other matters connected with the receiving, handling, transporting, storing and delivering of property, and is the outgrowth of a demand on the part of the public for uniformity in classification and the removal of discriminations and unjust rates practiced through the medium of the classification. It places in the hands of the Commission power to regulate the form and substance of bills of lading, and it contemplates the supervision of these documents by the Commission with full authority to eliminate objectionable terms and conditions, many of which are contrary to common law and the statutes and which have been incorporated in bills of lading for the purpose of limiting the lia-

bility of the common carrier. It also places under the jurisdiction of the Commission rules and regulations for the carrying of personal, sample and excess baggage.

LONG-AND-SHORT-HAUL PROVISION.

Sec. 4, as amended, has the effect of striking out from the section the words "under substantially similar circumstances and conditions." A provision is also inserted pertaining to rates established by a carrier by railroad in competition with a water route. A further provision is that a through rate shall not exceed the aggregate of the intermediate rates.

This is one of the most important sections in the act. The amended section makes specific provision that a greater charge shall not be made for a shorter than for a longer distance over the same line or route, and that the charge for a through haul shall not be greater than the aggregate of the intermediate rates subject to the provisions of the act. The term, "under substantially similar circumstances and conditions," which gave, under the Supreme Court decision, great powers to railroads in the matter of ignoring the long-and-short-haul clause, has been eliminated. Provision has been made—and very properly so—for the Interstate Commerce Commission, after investigation in special cases as the investigation may develop, to authorize a waiver of the long-and-short-haul clause.

In this same section there is a provision incorporated in protection of carriers engaged in transportation by water routes in competition with railroads. While carriers by railroad are permitted to reduce their rates for the purpose of meeting water competition, and by which the public is benefited, they are not permitted to increase their rates except for reasons other than the elimination of such water competition. This has for its purpose the prevention of the establishment of unusually low and unremunerative rates by rail carriers for the purpose of eliminating water competition by making the business unremunerative to water carriers and when the competition has been destroyed, the restored higher rates to be enjoyed exclusively by the rail carriers.

It was not uncommon to find published through rates which were in excess of the combination of legally established local rates, and through the medium of this combination the well-informed shipper, by sending shipment to a junction point and then reshipping, would have an advantage over the smaller shipper, thereby creating a preference or discrimination as between individuals. The amendment makes the higher through rate unlawful and requires carriers to so adjust their tariffs as to make the through rate not in excess of combination or be subject to the penalties for violation thereof.

Prolonged applause.

CHAS. ENGLAND: Few business men have time or opportunity to study and analyze the Railroad laws as Mr. Lincoln has done for us. It is the clearest statement of the matter I have ever heard and I think if it would not be burdening the Secretary too much we should print and circulate it. Carried.

Printed copies of the report of the Com'te on Trade Rules were distributed and J. J. Stream, Chairman of the Com'te, read the changes proposed. The Rules as finally amended follow:

Trade Rules as Amended.

The following rules shall govern all grain transactions between members of the Grain Dealers National Association, both direct and affiliated, and shall be the basis for the arbitration of differences between said members, unless otherwise and specifically agreed at time of trade:

Rule 1. Trade: It shall be the duty of both buyer and seller, to include in their original articles of trade, whether conducted by wire or by mail, the following specifications (for exception to this rule see Rule 2):

Number of bushels, or cars;
Kind and grade of grain;
Price;
Point of shipment or delivery, or rate point;
Time of shipment or delivery;
Route;
Terms.

Rule 2. Usual Terms: (a) The specifications of Rule 1 shall apply except in cases where the buyer and the seller have been trading on agreed terms and conditions, in which event it shall be sufficient for the words "usual terms" to be used in telegrams, and the use of said words shall

imply that such terms and conditions as governed previous trades of a like character, shall obtain.

(b) **Terms:** The word "terms" shall mean that the weights and the grades of a shipment shall be determined in the market agreed upon at time of sale, it being understood, in addition, that whenever applied to a terminal market, the word "terms" shall be construed to mean that all the rules governing such market, shall obtain.

(c) **Regular Market Terms:** "Regular market terms" shall mean that the official inspection and weights of some Board of Trade, State, or disinterested public inspection and weighing department, shall govern.

Rule 3. Card Bids: The acceptance of a card bid shall carry with it a full acceptance of the written and printed conditions contained therein.

Rule 4. Confirmation: It shall be the duty of both buyer and seller, on day of trade, to mail, each to the other, a confirmation in writing (the buyer a confirmation of purchase, and the seller a confirmation of sale), setting forth the specifications as agreed upon in the original articles of trade. Upon receipt of said confirmation, the parties thereto shall carefully check all specifications named therein and upon finding any differences, shall immediately notify the other party to the contract, by wire, except in the case of manifest errors and differences of minor character, in which event, notice by return mail will suffice.

Rule 5. Time of Shipment or Delivery: (a) In making contracts, a specific time in which shipment or delivery is to be made shall be mentioned. Any given number of days shall mean calendar days excluding date of sale in which to load and ship grain to apply on a sale for shipment, or to deliver at the agreed destination, grain sold for delivery.

(b) Grain to apply on a sale for shipment must be actually loaded, and billing instructions must be furnished the Railroad Company in accordance with the custom then in vogue at the shipping point.

(c) Where no specification as to time of shipment is named in the contract, ten days shipment shall apply.

(d) The word ship when used in the rules shall mean that shipping instructions shall have been filed with the Railroad Company by the shipper.

Rule 6. Billing Instructions: (a) In case grain is sold for three or five shipment, the buyer shall furnish billing instructions by wire, unless said instructions were embodied in the articles of trade.

(b) The buyer shall be allowed three calendar days within which to furnish billing instructions on sales for deferred shipment, and must furnish the said billing instructions any time after three days, when requested by the seller. Should the buyer, after the expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to ship the grain to the postoffice address of the buyer, or to cancel the contract outright; twenty-four hours' notice having been given by the seller of his intention and election.

Rule 7. Incomplete Shipments: When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty so to advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer at once to elect either to buy-in or to cancel the deficit, or to extend the contract to cover said deficit.

Upon failure to receive notice of shipment, after the expiration of the shipping limit as specified in the contract, the buyer may elect, either to buy-in or to cancel the contract, or notify the seller by wire, that unless he, the buyer, be in receipt of notice, by wire, within 24 hours, advising that shipment will be completed within 48 hours, he, the buyer, will, at the expiration of said 24 hours, at once proceed, either to buy-in or to cancel said contract, and to render a statement to the seller for all loss incurred.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

Rule 8. Incomplete Delivery: When the seller fails to complete a contract for delivery, within the agreed time, it shall be the duty of the buyer immediately to extend, buy-in, or cancel the deficit, said deficit to be determined by the quantity already weighed up, plus sellers' weights or estimates on shipments arrived but not yet weighed. Wherever sellers' weights or estimates have not been furnished on shipments not yet weighed, it shall be the duty of the buyer to estimate the weight, for the purpose of fixing the deficit.

Rule 9. Demurrage: The seller shall be liable for any demurrage charges accruing on grain billed to "shipper's order," when such charges can be shown to have

accrued by reason of the inability of the buyer to get possession of the bill of lading whenever said bill of lading is necessary to furnish disposition.

Rule 10. Sample Grain: It shall be the duty of the seller of grain by sample to furnish grain fully up to sample. Shipments rejected on account of quality, shall be compared with the sale sample, by either the Inspection Committee, or some other duly authorized or agreed committee of the market in which such rejection is made, and the finding of said committee shall be final. Should the finding be in favor of the buyer, the buyer shall at once notify the seller, by wire, and it shall be the duty of the seller to make satisfactory adjustment with the buyer within twenty-four hours; at the expiration of which time, if not adjusted, the shipment shall be subject to the order of the seller and it shall be the duty of the buyer to buy-in, cancel, or extend the defaulted contract and notify the seller of his action. Should the buyer and seller fail to arrive at a basis for adjustment that would enable the buyer to handle such grain not up to sample, and should said grain be finally rejected, it shall be the duty of the seller promptly to reimburse the buyer to the full amount of money advanced on such a shipment so rejected.

Rule 11. Loading Minimum: It shall be the duty of the seller to load cars in accordance with the rules and regulations of the initial railroad; and to assume any loss resulting from the non-observance of such rules and regulations.

Rule 12. Telegrams and Telephones: The sender of a telegram or telephone message shall prepay the charges.

Rule 13. Acceptances: Telegraph and telephone acceptances of letter and card bids for "track grain" must reach the office of the bidder within the time limit specified therein. Wire bids and quotations shall specify time limit for acceptance.

Rule 14. Surplus Grain: Surplus grain shall be taken to account by the buyer, at the current market price, on the day after the last car is unloaded.

Rule 15. Interior Shipments: Grain sold on the basis of "Regular market terms," cannot be forwarded to interior points by the buyer, without the consent of the seller.

Rule 16. Invoice: It shall be the duty of the seller to mail to the buyer, or such other consignee as may have been previously designated by the buyer, an invoice, giving the initial and number of the car, kind and grade of grain, actual or estimated weight (state which), price, contract on which shipment is to apply, amount of draft drawn, and railroad routing.

Rule 17. Bills of Lading: Bills of lading attached either to invoices or to drafts shall be original and negotiable, and in conformity with the specifications of the contract on which the shipment is to apply, and shall be signed in ink. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller.

Rule 18. Overdrafts: When, for any reason, an overdraft has been made on grain shipments, and has been discovered before the draft is paid, the buyer shall elect either to pay the overdraft for account of the seller, or to request the seller to reduce his draft to the proper amount. In the event that the buyer elects to pay the overdraft for account of the seller, and in cases where drafts are so paid, and an overdraft is not manifest until an account current is rendered, the seller shall reimburse the buyer on demand for the full amount of said overdrafts.

Rule 19. Balances: Any cash balances accruing to the seller on a contract, shall be promptly remitted when said contract is complete.

Rule 20. Margin on Drafts: Where sales are made on destination terms, it shall be the duty of the seller to leave ample margin on his drafts to provide for possible discrepancies in weights and grades.

Rule 21. Arbitration: (a) Where differences between members of this Association or between a member of this Association and a member of an affiliated Association, cannot be amicably adjusted, said differences shall, at the request of either party, be submitted to the Arbitration Committee of either this Association or the State or Local Association of which either one or both parties may be a member.

(b) The decision of the Arbitration Committee of this Association shall be final except as provided in Article IV, Sec. 6 of the Arbitration Rules.

(c) Either party may appeal from a decision of the Arbitration Committee of a State or a Local Association to the Arbitration Committee of this Association.

Rule 22. Car Lots of Grain and Assorted Feedstuff: These rules shall also govern transactions in feedstuff in straight car lots, and grain, feedstuff, and flour in assorted car lots.

Rule 23. Weights and Inspection on Grain Sold Destination Terms: (a) On grain sold track-loading station, or delivered basis destination terms, it shall be the duty of track-buyers, receivers, millers, and consumers of grain at points of destination where no regularly constituted rules and regulations are in effect, to furnish to the seller sworn or public certificates of weights and grades; giving the postoffice, date, name of elevator, mill or warehouse where weights were obtained, name of the weigh-master's employer, name of the weigh-master, location or description of leaks, if any, the railroad agent's written acknowledgment of said leaks or other bad order conditions, when and where the grain was unloaded, and the original paid freight-bill on grain sold delivered.

(b) On a sale shipper's weights and grades it is understood shipment must be made by the seller from his own stations, and he must furnish the buyer sworn certificates of weight, unless otherwise agreed at time of sale.

Rule 24. Grain Shipped from Terminal or Interior Markets: When grain is sold by telegraph, telephone, or mail, by receivers or distributors, located in terminal and interior markets, it shall be understood and agreed that the public weights and grades of the market from which the grain is shipped, shall govern.

Rule 25. Terminal Market Sales: Sales made out of any terminal market for a specific number of days' shipment shall be filled with shipments from the point from which sold, unless otherwise agreed or understood at time of trade.

Rule 26. Off Grades: It shall be the duty of receivers, track-buyers, and distributors of grain on regular market terms, either to apply off grade grain on contract at ruling market difference on day of arrival, or if such grain be unmerchantable, to notify the seller by wire of the condition of the grain, stating whether unloaded or still on track; whereupon it shall be the duty of the seller receiving such notice to wire disposition at once. Off grade grain sold for account of shipper shall not apply on contract.

Rule 27. Routing on Grain Sold Delivered: Grain sold delivered, shall be deliverable via any line at the discretion of the seller, unless otherwise agreed at time of trade.

Rule 28. Routing on Grain Sold Track: Grain sold track the original point of shipment shall be routed in accordance with the billing instructions furnished by the buyer.

Rule 29. Alteration of Contract: The specifications of a contract cannot be altered or amended without the expressed consent of both the buyer and the seller. (This abolishes the custom of "silence confirms.")

Rule 30. Stored Grain: Grain stored in terminal, regular elevators cannot be applied on sale for shipment except by consent of the buyer.

Rule 31. Seller's Inspection: Grain sold for delivery, seller's inspection, shall be covered by an inspection certificate of the grade contracted. The submission of a certificate of a lower grade to apply on a contract for a higher grade, shall be authority for the buyer to sell the grain, represented by such certificates, for the account of whom it may concern, and proceed, to buy-in, extend, or cancel the original contract for account of the seller.

Rule 32. Carload: A carload shall consist of bushels as follows: Wheat, 1,000; shelled corn, 1,000; ear corn, 700; rye, 1,000; barley, 1,000; oats, 1,500.

Rule 33. Grain in Transit: Grain shipped prior to the date of sale, cannot be applied on contract without the buyer's consent.

Rule 34. Size of Cars When Bushels Sold: When bushels are sold and the size of cars to be loaded is not mentioned by the buyer, it shall be the privilege of the seller to load cars of a size suitable to his convenience; he, the seller, to answer to the railroads for the fulfillment of their minimum weight requirements.

Rule 35. Terms "24 Hours": The term 24 hours, as used in these rules, shall be construed to mean 24 hours including Sunday or legal holiday.

Rule 36. Brokerage: Brokerage shall be credited when contract is accepted by principals to the transactions.

J. W. McCORD of the Com'te on Nominations reported the following nominees, who were unanimously elected:

President, E. M. Wayne, Delavan, Ill.
1st Vice President, Ely Bernays, New York, N. Y.

2nd Vice President, E. E. Elliott, Muncie, Ind.

Directors: J. W. McCord, 2 yrs., Columbus, O.; J. J. Stream, 2 yrs., Chicago,

Ill.; H. I. Baldwin, 2 yrs., Decatur, Ill.; Geo. F. Powell, 2 yrs., St. Louis, Mo.; T. A. Morrisson, 2 yrs., Kokomo, Ind.; Nesbit Grammar, 2 yrs., Buffalo, N. Y.; John D. Baker, 2 yrs., Jacksonville, Fla.; W. J. Hollingsworth, 2 yrs., Augusta, Ga.; A. F. Leonhardt, 1 yr., New Orleans, La.; W. C. Goffe, 1 yr., Kansas City, Mo.; G. J. Boney, 1 yr., Wilmington, N. C.

J. W. McCord of the Auditing Com'tee reported total receipts for the year \$10,528; expenditures, \$8,970.35. Balance on hand, \$1,557.65. Accepted.

Mr. J. L. King took the chair and Mr. England moved a special vote of thanks to Mr. Tyng for the able and impartial manner in which he had conducted the meetings and for his close application to the affairs of the organization during the year.

Adjourned sine die.

Convention Notes.

Omaha passed out a pin "The Key to the Situation" with "Omaha" across the key.

J. C. Shaffer & Co. distributed a very attractive combination paper weight and mirror.

Identification badges were again supplied by the Grain Dealers National Fire Insurance Co.

An attractive 80-page book, descriptive of Norfolk, was distributed by the delegation from that city.

G. T. Burrell, of the Burrell Engineering & Const. Co., and W. H. Wenholz were hot after new elevator contracts.

The meeting was a success in every respect and every dealer so fortunate to attend was well pleased with the proceedings.

"Town Tips" on seeing Chicago, a vest pocket book of 100 pages with map, were distributed freely by the Millers National Insurance Co.

A combined ruler, paper-cutter and calendar of celluloid was distributed with the compliments of Connor Bros. & Co. by Jas. Connor.

Bert Boyd was up to one of his usual tricks. He passed out a puzzle "How to push a silver dollar through a small hole." Very easy after you knew how.

"Baby Bliss" represented the National Automatic Scale Co. Mr. Bliss weighs nearly 550 pounds and his arguments had more than usual weight with his hearers.

The Grain Dealers Fire Insurance Co. was well represented by Sec'y C. A. McCotter, B. J. Alley, C. B. Sinex and Miss Dora Mooney. C. H. Cole represented the Millers National Insurance Co.

The Board of Trade wishes it distinctly understood that it is in no wise responsible for the hideous noises made on the street Wednesday afternoon. The near bands were striving to arouse Columbus.

The Grain Dealers Fire Insurance Co. displayed samples of all its literature on two bulletins, showing the proper construction of an elevator to prevent fire loss, and a record of losses by fire from locomotive engine sparks.

Supply men present were: C. G. Hammond, S. J. McTiernan, W. K. Miller, A. S. Garman and F. M. Smith representing the Huntley Mfg. Co.; Ben P. Ordway, N. C. Webster, and F. H. Morley the Avery Scale Co.; L. B. Bliss and J. P. Johnson the National Automatic Scale; T. O. Baldwin and B. Andersen, the Durable Wire Rope Co.; W. N. Goodman, the Richardson Scale Co.; Howard H. Moyer the Richmond Mfg. Co., and William Watson the S. Howes Co.

Meeting New Board of Directors.

The new Board of Directors met on Wednesday afternoon and decided to hold the next annual convention in Omaha, Oct. 9, 10 and 11, 1911.

John F. Courcier was re-elected Secretary at a substantial increase in salary, and the employment of Charles B. Riley of Rushville, Ind., ex-Secretary of the Indiana Grain Dealers' Ass'n, as traveling representative of the Association, was authorized.

The Executive Committee selected for the ensuing year, in addition to the President and Secretary, will be composed of Chairman J. W. McCord, Columbus, O.; J. J. Stream, Chicago, Ill.; H. I. Baldwin, Decatur, Ill.; Charles D. Jones, Nashville, Tenn., and Tom Morrisson, Kokomo, Ind.

Dinner to Officers.

On Monday evening a dinner was given by the Grain Dealers Journal at the Chicago Athletic Association in celebration of the reunion of the present and ex-officers and directors of the National Ass'n. Seventy-four of those who have been identified with the Ass'n in an official capacity are still connected with the grain business, but only forty-six of these came to the dinner.

Charles S. Clark, who called the first gathering to order and served the Ass'n as Secretary-Treasurer from August, 1897, to October, 1901, acted as Toastmaster. The early struggles of the Ass'n were reviewed and the re-affiliation of all Ass'ns repeatedly suggested. Those who responded to toasts and their suggestions were:

The First Meeting—M. McFarlin, Des Moines, Iowa.

The First Work—Warren T. McCray, Kentland, Ind.

The Greatest Meeting—B. A. Lockwood, Des Moines, Iowa.

Working a Trade Reform—A. E. Reynolds, Crawfordsville, Ind.

The Michigan Association—Willis E. Shelden, Jackson, Mich.

The Association's Need—A. G. Tyng, Feoria, Ill.

In attendance were

MEMPHIS dealers attending: L. P. Cook, J. B. Edgar, J. M. Trenholm.

KENTUCKY: H. E. O'Bryan, Owensboro; J. R. Shaw, Jett.

ST. JOSEPH, MO.: T. P. Gordon.

KANSAS was represented by F. J. Smiley, Topeka, secy. Kans. Grn. Dirs. Ass'n.

CINCINNATI sent H. M. Brouse and A. C. Gale, of Gale Bros. Co.

GEORGIA: W. J. Hollingsworth, Augusta; Dan Joseph, Columbus.

OMAHA: Will A. Campbell, Commercial Club; F. S. Cowgill, mgr. Trans-Mississippi Grain Co.; N. B. Updike.

DES MOINES sent B. A. Lockwood, M. McFarlin, Geo. A. Wells, sec'y Western Grain Dealers Ass'n.; F. H. Hancock, W. F. Morgan.

NASHVILLE was represented by Geo. W. Hill.

MARYLAND sent Charles C. Gorsuch, Westminster.

TENNESSEE: Robert J. Riddle, Estill Springs.

PENNSYLVANIA: John B. Yeager, Wilkesbarre.

MINNEAPOLIS: John G. McHugh, sec'y Chamber of Commerce.

CLEVELAND: F. E. Watkins, Cleveland Grain Co.

VIRGINIA: J. H. Cofer and S. D. Scott, Norfolk.

NEW YORK: B. A. Dean, Auburn.

WEST VIRGINIA: Edward C. Bassel, Clarksburg; Arch Fleming and Earl Pepper, Fairmont.

COLUMBUS sent Edward Stritmatter, Robert F. McAlister, J. W. McCord, sec'y, Ohio Grn. Dirs. Ass'n.

LOUISVILLE: C. T. Ballard, Jr., H. H. Bingham, Bingham-Hewett Grain Co., and T. S. Williams.

BOSTON was represented by Seth Catlin, Jr., J. F. Hammers, P. S. Reed, Thomas Ronald.

INDIANAPOLIS: E. W. Bassett, M. T. Dillen, sec'y Indiana Grain Dealers Ass'n.; B. E. Minor; W. J. Riley; Frank A. Witt. Stebbins-Witt Grain Co.

NEW YORK CITY sent Charles C. Ramey, Jas. H. Bowne, Albert C. Field, Charles Folcke, L. W. Forbell, of Forbell & Kipp; L. A. Morey, of L. A. Morey & Co.

PITTSBURG delegates included C. A. Foster, J. A. A. Geidel, John R. Johnson, W. A. McCaffrey, H. G. Morgan, Jos. C. Moore.

PHILADELPHIA sent Edmund E. Delp, of Delp Grain Co.; J. L. King, J. C. Moore, E. H. Price, E. M. Richardson, Richardson Bros.; E. L. Rogers, and A. C. Johnson, of E. L. Rogers & Co.

ST. LOUIS dealers present were: Bert Ball, mgr. Publicity Buro; Chas. F. Beardsley, of Picker & Beardsley Commission Co.; J. A. Connor, Connor Bros. Co.; Geo. F. Powell, of Powell & O'Rourke; J. C. Lincoln, W. L. Moffitt.

MILWAUKEE delegates included Wallace M. Bell, P. P. Donahue, Philip C. Kamm, Harry A. Plumb, sec'y Chamber of Commerce; A. K. Taylor, of Fagg & Taylor.

KANSAS CITY dealers attending: E. D. Bigelow, sec'y Board of Trade; Arthur Davis, G. H. Davis, of Ernst-Davis Grain Co.; John T. Snodgrass.

MICHIGAN delegates attending were: John M. Coup, Saginaw; Arthur Dumont; Wm. H. Hart, Detroit; C. E. Noyes, Jackson; C. F. Pears, Buchanan; Willis E. Shelden, Jackson; T. W. Swift, of McLean, Swift & Co., Battle Creek; Wm. S. Rowe, Grand Rapids.

TOLEDO delegates were: David Anderson, National Mfg. Co.; H. L. Goemann, of Goemann Grain Co.; Jas. Hodge, Fred Mayer, of J. F. Zahm & Co.; Henry D. Raddatz, of John Wickenhiser & Co.; E. L. Southworth, of Southworth & Co.; Louis Mennell.

IOWA dealers were: B. H. Adams and W. C. Adams, Adams Seed Co., Decorah; O. T. Hulburd, Osceola; Lew. A. Mahannah, Keokuk; O. K. Morrison, South English; D. Rothschild, Davenport; O. A. Talbot, Keokuk; I. E. Jackson, Cedar Rapids.

WEIGHMASTERS attending were: John Dower, Supt. of Weights, Merchants Exchange, St. Louis, Mo.; Jas. G. Warren, weighmaster, Chamber of Commerce, Baltimore, Md.; J. G. Goodwin, weighmaster, Board of Trade, Kansas City, Mo.

PEORIA dealers: Geo. Brier, A. D. Campbell, Wm. T. Cornelison, H. H. Dewey, W. W. Dewey & Sons; Thomas A. Grier, E. S. McClure, C. C. Miles, of P. B. & C. C. Miles; Thos. J. Pursley, Buckley, Pursley & Co.; J. H. Ridge; A. G. Tyng of Tyng, Hall & Co.

BALTIMORE sent the following: James C. Brown, John M. Dennis, of Louis Muller & Co.; Chas. England, of Chas. England & Co.; Walter Kirwan and Emory Kirwan, of Kirwan Bros. Grain Co.; L. J. Lederer, J. A. Manger, J. A. Manger & Co.; Edward Netre, Herbert Sheridan, Traffic Manager, Chamber of Commerce; E. W. Snyder, Jno. W. Snyder, of Hammond, Snyder & Co.; J. Collins Vincent, Jos. Wirth, Eugene Blackford.

BUFFALO, N. Y., delegates were: H. T. Burns and Nisbet Grammar, of Eastern Grain Co.; F. L. McLellan, Fred E. Pond, sec'y Corn Exchange; R. E. Pratt, of Pratt & Co.; L. E. Provost of Henry D. Waters, M. Purcell, of Buffalo Cereal Co.; R. W. Searle, J. A. Seymour, Jr., T. J. Stoffer, of Alder Grain Co.

LADIES present were: Mesdames H. I. Baldwin, Decatur, Ill.; B. A. Boyd, Indianapolis, Ind.; E. H. Culver and Miss Culver, Toledo, Ohio; L. W. Forbell, New York, N. Y.; A. C. Gale, Cincinnati, O.; J. G. Goodwin, Kansas City, Mo.; H. S. Grimes, Portsmouth, O.; Dan Joseph, Columbus; J. W. McCord, Columbus, O.; C. E. Noyes and W. E. Shelden, Jackson, Mich.; H. C. Nunn, Kansas City; S. W. Strong, Urbana, Ill.; A. G. Tyng, Peoria, Ill.; E. M. Wayne, Delavan; G. A. Wells, Des Moines, Ia.; D. R. Gorden, Kansas City, Kan.

OHIO delegates included: Earl C. Bear, Hicksville; A. E. Clutter, Lima; J. L. Doering, Antwerp; W. A. Dull, Willshire; H. S. Grimes, Portsmouth; E. A. Grubbs, of E. A. Grubbs Grain Co., Greenville; Jacob Hauss, Wapakoneta; D. W. Jay, St. Marys; H. W. Kress, Piqua; Wm. Mark, Vaughnsville; J. H. Myers, St. Paris; M. W. Miller, Piqua; D. R. Risser, Vaughnsville; L. Sloan, Grelton; J. W. Simmons, Pemberton; L. E. Watts, London; C. F. Barnhouse, Upper Sandusky.

INDIANA dealers present were: C. M. Barlow, Kokomo; S. K. Bankert, Plymouth; J. C. Batchelor, Sharpville; A. E. Betts, Frankfort; Robert Bell, La Fayette; John Byrne, Tabb; M. L. Conley, Frankfort; F. G. Conrers, Frankfort; W. F. Cook, La Crosse; T. C. Crabbs, of Crabbs-Reynolds-Taylor Co., Crawfordsville; C. Cunningham; H. H. Deam, Bluffton; Wm. Donlin, Delphi; C. G. Egly, Berne; F. A. Feight, Frankton;

Dinner given by Board of Trade to Grain Dealers National Ass'n at Chicago, Oct. 12, 1910.



Wm. B. Foresman, La Fayette; Fred B. Fox, Tipton; Wm. Frank, Frankfort; P. E. Goodrich, Winchester; R. J. Greenhow, Vincennes; J. S. Hazelrigg, Cambridge; A. A. Hull, Argos; Cary Jackson, Rushville; J. J. Kennedy, Frankfort; Cloyd Loughry, Monticello; T. A. Morrisson, Kokomo; Warren T. McCray, of McCray, Morrison & Co., Kentland; H. Murray, Goodland; J. J. Overmyer, Kouts; J. O. Pape, Fowler; F. R. Pence, Pence; M. B. Pratt, Frankfort; A. E. Reynolds, of Crabbs-Reynolds-Taylor Co.; T. J. Ryan, Delphi; Wm. Simons, of McCray, Morrison & Co., Kentland; W. H. Small, Evansville; W. F. Starz, Fowler; Frank Strange, Frankfort; G. D. Stauffer, Nappanee; LeRoy Urmston, Tipton; M. S. Van Natta, Fowler; W. A. Warn, Valparaiso; A. E. Waltz, New Palestine; J. A. Washburn, Remington; A. P. Watkins, Lincoln; W. A. Werner, Valparaiso; J. P. Allen, Sullivan.

ILLINOIS delegation included: Harry Allen, Broadlands; Ed. Burt, Shannon; H. I. Baldwin, Decatur; R. C. Baldwin, of Baldwin Grain Co., Bloomington; R. F. Barton, Jamaica; Chas. A. Burks, Decatur; D. M. Burner, New Holland; Harry Kaga, Camargo; J. E. Collins, Garrett; Eugene Comstock, Herscher; R. F. Cummings, Clifton; Geo. W. Cole, Bushnell; H. J. Casley and H. C. Clark, Argenta; B. H. Claudon, Ludlow; C. E. Davis, Arthur; C. A. Dryer, Champaign; V. C. Elmore, Ashland; W. P. Foote, Sadorus; J. F. Groves, Williams-ville; Holmes Hagan, Holcomb; Geo. B. Hager, Dwight; R. E. Hasenwinkle, Bloomington; J. Inkster, Herscher; W. H. Jackman, Genoa; H. Jones, Fullersburg; J. M. Kearby, Stanford; Wm. Kleis, Pesotum; John H. Lloyd, Springfield; B. H. McFadden, Havana; G. L. Merritt, Rossville; Samuel Mangus, Lincoln; C. R. Mitchell, Ashmore; Geo. D. Montelius, president Illinois Grain Dealers Ass'n, Piper City; A. R. Moulton, Ashland; C. W. Peterson, Grand Ridge; F. M. Powell, Tuscola; J. W. Prather, Williamsville; J. Q. Puffer, Chatsworth; J. K. Seagrave, Litchfield; L. Shulhafer, Champaign; Wm. Schumacher, Elwood; W. L. Shellabarger, Decatur; S. Shoefer, Champaign; S. W. Strong, Urbana, sec'y Ill. Grn. Dirs. Ass'n; M. L. R. Tankersley, Champaign; W. H. Thomas, Sycamore; J. F. Wallace, Forest; E. M. Wayne, Delavan; Wm. Werner, Beecher; B. S. Williams, Sheffield; M. J. Hogan, Seneca; H. T. Truby, Joliet; C. M. Bower, Covell.

The Banquet.

Shortly after 7 o'clock Wednesday evening the visiting delegates were ushered into the gorgeous banquet hall of Hotel La Salle and became guests for the evening of the Chicago Board of Trade.

A. S. White, president of the great exchange, gave a hearty greeting to the dealers and remarking that "music hath charms to sooth both bulls and bears," called upon Dave Allan Noyes, "the silver-throated tenor of the Board," to lead in "We're here because we're here."

H. S. Grimes of Portsmouth, O., next arose and suggested a vote of thanks to the hosts, whereupon the delegates stood up and drank to the health of the Chicago grain men. The banquet proceeded amid songs, the music of an orchestra and the popping of corks.

After the coffee, cigars were again passed and the guests and hosts alike leaned back to listen to a good singer, then a monologue artist who gave some clever imitations, and following this was given a little travesty upon a political meeting in Chicago's Second Ward, in which the dealers took the part of the enthusiastic audience. Next four black-faced minstrels amused the crowd until the time came to break up, and receivers and shippers parted with mutual expressions of good-will.

H. Abbey, who attended the convention, has been a shipper at Kirkwood, Ill., since 1861.

One local receiver had the novel experience of being treated royally with funds raised by the pawning of his overcoat. He has the ticket and may recover the coat, but he will never let his friends hold property for him again.

Grain Trade News

CALIFORNIA.

San Francisco, Cal.—Arthur W. Blundell, a retired grain merchant, 69 years of age, committed suicide in the afternoon of Sept. 17 by shooting himself in the head. He had been despondent some time.

Stockton, Cal.—A fire that broke out shortly after noon, Sunday, Sept. 25, completely destroyed the warehouse and contents of the Mealifalfa Co., 5,000 tons of hay and hundreds of tons of grain; loss, \$60,000, partly insured. The warehouse was located on the waterfront, near other warehouses filled with wheat and barley. It was covered with corrugated steel that became so hot the firemen could not get near enough to it to put out the fire and had to confine their efforts to saving adjoining property.

Newmark sta., Los Angeles, p. o., Cal.—The Newmark Grain Co. has filed suit in the superior court against the Merchants National Bank for \$13,753 in checks, the money from which was appropriated two years ago by Albert Shickel, the grain firm's defaulting bookkeeper now serving a term in prison for embezzlement. The suit is based on the manner of paying the checks, cashed mostly by a messenger under orders from Shickel. The plaintiff contends that the money should have been credited to the grain firm and not cashed.

CANADA.

Regina, Sask.—The Central Grain Co., Ltd., incorporated.

Stornoway, Man.—The Bawlf Eltr. Co. is building an eltr.

Hamilton, Ont.—The Maple Leaf Mlg. Co. will build an eltr. here.

Redcliffe, Alta.—The Redcliffe Mill & Eltr. Co., Ltd., incorporated.

Kennay, Man.—The Farmers Eltr. Co. recently suffered a small fire loss.

Camrose, Alta.—The Security Eltr. Co. has started construction on an eltr.

Grenfell, Sask.—R. A. Box, the grain dealer, recently suffered a fire loss.

Gadsby, Alta.—James Richardson & Sons of Winnipeg are building an eltr. here.

Gilbert Plains, Man.—The Manitoba Eltr. Commission has bot the eltr. of the Export Eltr. Co.

Lumsden, Sask.—The Hall Mlg. Co., Ltd., has changed its name to Lumsden Mlg. & Grain Co., Ltd.

Swift Current, Sask.—The Swift Current Farmers Mlg. & Eltr. Co., Ltd., incorporated; capital stock, \$50,000.

Leduc, Alta.—The Prairie Eltr. Co. has bot the eltrs. of the Alberta Grain Co., Ltd., here and at Ryley and Wetaskiwin.

Winnipeg, Man.—The Western Grain Standards Board held a meeting in Winnipeg, Oct. 4, to select commercial grades of grain.

Port Colborne, Ont.—Besides the 1,000,000-bu. eltr. the Maple Leaf Mlg. Co. of Toronto will build at this point it will erect 17 thruout Saskatchewan, which will increase its line to 65.

Kingston, Ont.—J. Richardson & Sons, Ltd., eltr. and ship owners of this city, will extend their business into British Columbia.

Winnipeg, Man.—Hugh Baird and J. E. Botterill have started a new grain firm with American connections, under the name of Baird & Botterill.

Winnipeg, Man.—Alexander MacLennan and Thos. H. Butt are the principal shareholders in the recently incorporated grain firm of MacLennan Bros., Ltd.

Eastview (Ottawa), Ont.—Reeve Cummings is having a concrete eltr. and mill erected on the C. P. R., to cost about \$12,000 and be completed in November.

Bow Island, Alta.—The Alberta Pacific Eltr. Co. will finish building the eltrs. abandoned by the Western Farmers Mlg. & Eltr. Co. here and at Winnifred, Burdett, Chinn and Seven Persons.

Brandon, Man.—An English firm is preparing to spend \$250,000 in the cultivation of flax in this vicinity, to be followed by the manufacture of linen here and the erection of a linseed oil mill.

Cardston, Alta.—The Alberta Pacific Eltr. Co. is building eltrs. at Barnwell, Purple Springs, Olive, Tees, Halkirk and Castor and has obtained sites for others at Loughheed, Hardisty, Provost, Brant, Acme, Cluny and Bassano in Alberta with headquarters here.

Winnipeg, Man.—The report of the Manitoba Eltr. Commission shows that 180 of the 700 eltrs. in the province have been purchased by the government. Milling companies, that have steadily declined to sell, own 240 eltrs. and the Grain Growers Grain Co. is buying at 52 points in the province.

Port Arthur, Ont.—Wm. Smith, foreman of the annex at King's eltr., was killed Aug. 24, as a result of his overalls catching in the machinery. No one saw the accident and his body was found when employees investigated the blockade it caused. He was 35 years old and is survived by his widow and two children.

Toronto, Ont.—The annual report of the wheat buyer of the Dominion Millers Ass'n shows 1,400,000 bus. of cash grain handled during the year and 2,100,000 bus. of option grain. Cash grain included 1,981 cars of Manitoba wheat, 126 of Ontario wheat, 521 of oats, 13 of barley and 9 of corn. The net profit on grain account was \$4,000, of which \$2,545 was rebated to members and \$1,000 added to rest account, which now amounts to \$26,600. The gross commissions earned amounted to \$10,572.

Winnipeg, Man.—Charles H. Steele, wheat buyer for the Western Canada Flour Mills Co., Ltd., died suddenly in this city, Sept. 23, from a stroke of paralysis. He was well known thruout the Northwest. He came here from Red Lake Falls, Minn., and was with the Hudson Bay Mlg. Co. for more than 20 years, then he became mgr. for the Maple Leaf Flour Mills Co. at Kenora, Ont., and afterwards returned to Winnipeg, where he had charge of the wheat department of the Western Canada Co.

Ottawa, Ont.—Sir Wilfrid Laurier has replied to the demands of the western grain growers for government ownership of terminal eltrs. by the promise that the dominion government will copy the laws that protect grain growers in Minnesota, to prevent the repetition of the wheat-mixing frauds in the terminal eltrs. at Fort William and Port Arthur, as the Laurier ministry is oposed to government ownership of public utilities. Before parliament meets in November Sir Wilfrid will ask a committee of grain growers to assist the government in shaping grain-traffic legislation.

ILLINOIS.

Arthur, Ill.—Davis & Powell have succeeded C. E. Davis.

Belvidere, Ill.—A. J. Hyland has succeeded Hyland Bros.

Putnam, Ill.—B. S. Williams & Co. have succeeded O. P. Carroll.

Dalton City, Ill.—Frank Godwin has succeeded the Dalton City Grain Co.

Marion, Ill.—The Valier & Spies Mlg. Co. has bot a Western Warehouse Shell-er.

Hillsboro, Ill.—The recently incorporated Hillsboro Grain Co. will build an eltr.

Coal Valley, Ill.—We have just finished remodeling our eltr.—F. R. Lees, Krapp & Lees.

Bishop Hill, Ill.—Farmers have purchased the eltr. formerly operated by the Jackson Grain Co.

Pisgah, Ill.—Calhoun & Curry have purchased machinery for eltr. complete from Union Iron Works.

Lipsey sta. (formerly Wright), Mattoon p. o., Ill.—The Lipsey Grain Co. has started in business.

Galva, Ill.—The Galva Farmers Eltr. Co. has installed a new engine. Harry Thayer bot the old one.

Towanda, Ill.—We have built a new engine house of concrete block with concrete roof.—Towanda Grain Co.

Crystal Lake, Ill.—H. M. Rosenthal & Sons have had their new grain eltr. completed and a 600-ton coal pocket.

St. Charles, Ill.—The eltr. of W. P. Lillibridge has been moved to make room for the new Northwestern freight house.

Prophetstown, Ill.—Mathis Bros. & Co. are making extensive repairs in their eltr. The work is being done by McAllister & O'Connor.

Atlanta, Ill.—The eltr. of Applegate & King is being moved to a site near the C. & A. and the firm will open a downtown office.

Galva, Ill.—The Thayer Grain Co. and W. A. Fraser Co. will remodel their eltrs. at this place.—J. M. Kingdon, agt. W. A. Fraser Co.

Lawrenceville, Ill.—The Horner Eltr. & Mill Co. has had a Combined Grain Cleaner and Pneumatic Car Loader installed by the Mattoon Grain Conveyor Co.

Pekin, Ill.—The Turner-Hudnut Co. is having Cody & Sons rush construction on two more steel storage tanks, to get them ready for grain before cold weather.

New members of the Illinois Grain Dealers Ass'n are: Evans Eltr. Co., Decatur; I. H. French & Co., Champaign; Meyers & Shank, Pearl City; Munson Bros., Windsor, and Tankersley & Co., Champaign.—S. W. Strong, sec'y.

Swygart, Ill.—F. V. Thompson, a resident of this place, has succeeded me as mgr. for the Pontiac Farmers Grain Co.—Otto W. Ripsch, agt. Neola Eltr. Co., Fonda, Ia.

Dollville sta., Henton p. o., Ill.—Edward McKee is installing a Combined Grain Cleaner and Pneumatic Car Loader furnished by the Mattoon Grain Conveyor Co.

Galesburg, Ill.—The recently incorporated Galesburg Farmers Eltr. Co. has purchased the old Kerns Eltr. on the Santa Fe and will have it ready for business about Oct. 15.

Wing, Ill.—Wm. Large, a farmer in this vicinity, has brot suit against the Wabash Ry. Co. for \$2,000 because of the destruction of his eltr. by fire caused by sparks from a Wabash locomotive.

Harrisville sta., Kirkland p. o., Ill.—C. A. Carlson has purchased the eltr. that formerly belonged to Boughton & Harlan, but has recently been in the hands of the Minn. & Dak. Investment Co.

Steward, Ill.—Mr. Coon and his son from Saybrook, Ill., have taken over the management of the eltr. for the Farmers Eltr. Co. and will move the family here as soon as they can obtain a residence.

Normantown sta., Plainfield p. o., Ill.—During a wind storm in the afternoon of Oct. 3 the eltr. of Kersten & Smiley was unroofed. A hard rain that followed wet thousands of bushels of corn held in storage. Two cars on track were also unroofed.

Princeton, Ill.—The recently incorporated Princeton Farmers Eltr. Co. has bot the eltr. of the Neola Eltr. Co., that has been operated by Karr & Fishel. J. J. Shugart is pres. of the new firm; J. H. Coddington, vice pres.; A. H. Ferris, sec'y-treas.

Bradford, Ill.—R. W. James of Mansfield, O., and his brother W. R. James of Long Point, Ill., have bot the eltr. of W. B. Cavanaugh and will take possession Nov. 1. They will operate under the firm name of James Bros. The sale was made by J. M. Maguire.

Cornell, Ill.—The Farmers Eltr. Co. will take down its two eltrs. and build a new 25,000-bu. cribbed house. The old gasoline engine will be used, a new automatic scale installed and two stands of eltrs. McAllister & O'Connor have furnished the plans, but the builders have not been decided upon.

Sterling, Ill.—F. J. Boyden, mgr. of the Smith-Hippen Grain Co. has been here investigating the feasibility of building a transfer grain eltr. at this point when the lock in the government dam is finished. The company shipped about 25,000 bus. of grain per month on the canal this season, and anticipates increased traffic.

Meyers sta., Green Valley p. o., Ill.—The Farmers Grain Co. will build a 25,000-bu. cribbed eltr. and will install an automatic scale, wagon scale, 15-h.p. gasoline engine, Western Cleaners and two eltr. legs. The plans were furnished by the Burrell Engineering & Construction Co. and the work will be done by McAllister & O'Connor.

New Berlin, Ill.—A fire discovered about 1 o'clock in the morning of Oct. 3, destroyed the eltr. owned by Noah C. Twist; loss, \$30,000. The building was valued at \$15,000 and contained 30,000 bus. of oats. Mr. Twist purchased the eltr. from Edward Reisch. An eltr. owned by William Maxwell & Son stood on the same site and was burned in 1892.

Cissna Park, Ill.—The Consolidated Grain & Coal Co. has taken possession of the two eltrs. of S. M. Rose and George F. Harweger. Mr. Rose has been in business here for more than 26 years and has a controlling interest in the stock of the new company. John Hari, formerly mgr. for Mr. Rose, has been elected sec'y.; and John Newell, pres.

Decatur, Ill.—C. A. Burks & Co. will open brokerage offices in this city, Oct. 15. Mr. Burks has a wide acquaintance among shippers in this state and will personally manage the business. He was formerly in the track-buying business in Decatur and for four years was editor and publisher of the *National Hay Reporter*. He is a thoroly experienced grain man.

Decatur, Ill.—The local offices of Ware & Leland, together with their offices at Clinton, will hereafter be in charge of F. P. Smith operating under the name of F. P. Smith & Co. Mr. Smith, who is from Kansas City, has been elected to membership in the Chicago Board of Trade for a second time, having been a member of that organization some years ago. He will be assisted in the Clinton office by F. G. Gyles.

Cairo, Ill.—Chief Grain Inspector Powell of the Cairo Board of Trade inspection department, J. B. Magee, H. S. Antrim, Charles Cunningham and John Thistlewood went to Springfield, Oct. 3, to appear before the state Board of R. R. & Warehouse Commissioners in behalf of Cairo inspection, which is to be investigated by the board to determine whether or not state inspection shall be instituted. H. E. Halliday had gone there previously.

Dixon, Ill.—In the case of Simon Young against the N. W. Eltr. & Grain Co. of Nelson, Ill., the jury on second trial rendered a verdict for the defendant, Sept. 28. The first time the suit was tried the jury failed to agree. Mr. Young contracted to sell corn to the eltr. company and specified a certain grade. When delivered the eltr. company found it did not come up to that grade and deducted on that below. Mr. Young brot suit for the balance, about \$100.

Cairo, Ill.—Robert L. Redman has retired from the firm of Redman, Magee & Co. and J. B. Magee will continue the business under the name of the Magee Grain Co. He will move his office to that of the H. L. Halliday Mfg. Co. as he has been made vice-pres. and general mgr. for that firm, with which he was eleven years before he entered business for himself. He succeeds Douglas Halliday, pres. of the company, who has managed the business for some time, but who will take his family to California for the winter, leaving about the middle of the month. Mr. Redman has not yet announced his plans.

Peoria, Ill.—Receipts of grain during September included 108,105 bus. of wheat, 1,278,150 bus. of corn, 601,900 of oats, 30,593 of rye and 163,100 bus. of barley; compared with 109,000 bus. of wheat, 1,597,518 of corn, 531,065 of oats, 25,000 of rye, and 127,158 bus. of barley in Sept., 1909. Shipments in September this year included 88,044 bus. of wheat, 1,097,521 of corn, 737,224 of oats, 5,492 of rye and 56,223 bus. of barley; against 76,968 bus. of wheat, 1,128,112 bus. of corn, 333,500 of oats, 11,600 of rye and 43,874 bus. of barley during the same month last year; making a total of 2,181,848 bus. received and 1,984,484 shipped this year against 2,389,741 bus. received and 1,594,054 bus.

of grain shipped in September of last year.—John R. Lofgren, sec'y Peoria Board of Trade.

CHICAGO NOTES.

The rate of interest during October on grain drafts has been set at 6 per cent.

As Oct. 12, Discovery Day, is a legal holiday in many states, the Chicago Board of Trade will be closed.

His physician has ordered M. E. Cooke to a higher altitude. He will close his office and go West for a month.

Stewart Barrell, brother of Finley Barrell, who has not been with the firm for some years, returned to Finley Barrell & Co., Oct. 1.

CHICAGO CALLERS: Warren T. McCray of McCray, Morrison & Co., Kentland, Ind.; Bert Ball, mgr., Publicity Buro, Merchants Exchange, St. Louis, Mo.

Robert Pringle, the Board of Trade operator, who has been confined to his bed in his hotel in New York, threatened with pneumonia, is recovering satisfactorily.

The Grain Receivers Ass'n of the Chicago Board of Trade held an important meeting Oct. 5 at one of the hotels. Nearly every receiving house was represented, 75 being present.

Board of Trade clearings for the month of September have been \$7,812,454, compared with \$6,503,913 for August and \$7,165,089 for September, 1909, as reported to Geo. F. Stone, sec'y.

Burglars recently entered the Waukegan residence of Israel P. Rumsey of Rumsey & Co., while the family was at dinner in the evening and stole jewelry and valuables amounting to about \$1,000.

For some time Robert McDougal, the Chicago member of the firm of Knight & McDougal of New York and Chicago, has been unable to give his usual attention to business on account of ill health, from which he is slowly recovering.

The J. H. Riheldaffer Co. incorporated by Henry S. Shedd, Nathan S. Smyser, and Arthur A. Basse to conduct a grain and general commission business; capital stock, \$10,000. The firm will also do a grain receiving and shipping business in Minneapolis.

Frederick R. Babcock withdrew from the firm of Finley Barrell & Co., Oct. 3, but will have his office with them until Jan. 1 next. The business of Finley Barrell & Co. will be conducted as heretofore by Mr. Barrell and Peter J. Maloney with the firm's name unchanged.

Transfer of membership in the Board of Trade has been applied for by Perry F. Voorhees and Charles K. Liquin. The directors recently admitted to membership Frederick F. Wulkop, Walter P. Saunders and Edwin G. McMackin. A membership sold recently for \$2,925 net to the buyer.

Federal officials raided the Chicago offices of B. H. Scheffels & Co. at noon of Sept. 29, at the same time that raids were conducted in Philadelphia, Boston, Providence, Detroit and Milwaukee. The charge is fraudulent use of mails. Among the defendants named is George Sullivan, alias "Red Letter" Sullivan.

The active September trading future in all grains went out at near bottom prices on the crop. Altho only 61,000 bus. of contract grades of corn were in store at the beginning of the month nearly 1,500,000 bus. was delivered on September contracts. These deliveries and pressure of the liberal stocks made a falling market.

I believe the Chicago Board of Trade should have a paid publicity man. We have the best milling and grain center in the United States. When the Washburn-Crosby people were asked why they located at Buffalo instead of at Chicago they really did not know why, except that Buffalo went after them and Chicago did not.—C. H. Thayer.

Receipts of timothy are running quite small, and demand is good for sound hay, and would urge consignments now, so as to take advantage of present conditions here, as we look for market to work lower again before a great while. Prices of hay at present are out of reason with prices of both oats and corn, and it is our opinion that hay will sell considerably lower before a new crop is made.—W. R. Mumford & Co.

The Chicago Board of Trade Indoor Baseball League will open its season Nov. 7. Coupon books containing seven tickets, good at any of the games during the season, sell at \$1; 56 games will be played. The league is made up of teams from the firms of Bartlett, Frazier & Co., Armour Grain Co., S. B. Chapin & Co., Finley Barrell & Co., Peavey Grain Co., E. W. Wagner & Co., Rosenbaum Bros. and Lamson Bros. R. H. Livingstone is pres. of the league; E. J. Martin, sec'y.

During September Chicago received 18,336 cars of grain, including 1,046 cars of winter wheat, 843 of spring wheat, 10,899 of corn, 4,008 of oats, 77 of rye, 1,103 of barley and 82 cars of flaxseed; compared with a total of 16,357 cars received in Sept., 1909, including 804 cars of winter wheat, 673 of spring wheat, 8,547 of corn, 4,956 of oats, 121 of rye, 1,256 of barley and 77 cars of flaxseed. The increase was made chiefly on corn, as receipts of oats, rye and barley were below those in Sept., 1909, and the increase in both winter and spring wheat was only 412 cars.

After a careful measurement of the grain in the 8 public eltrs. the committee of the Board of Trade and the bankers, composed of A. E. Schuyler and J. J. Gallagher, reports that the houses contain the quantity of grain called for by their outstanding warehouse certificates. The quantity in store as shown by the records of the state grain registrar amounted to 9,953,517 bus. and the committee's estimate is 9,981,013 bus., the difference being 1-5 of one per cent. The Armour C was short 13,812 bus. of wheat out of 943,825, and the Keith was short 15,174 bus. of oats out of 1,466,375. The South Chicago C was over 22,966 bus. of oats out of 1,383,606, and the Calumet C was over 18,190 out of 685,342 bus. These differences are within the percentage of error to be expected in estimating grain.

A fire discovered about 1:30 in the morning of Sept. 30 in the plant of the Calumet Malting Co. destroyed its malt-house and the grain eltr. of the Gottfried Brewing Co., besides damaging other property, causing a loss of \$300,000 to the malting company. Almost as soon as the blaze was discovered the flames shot from all sides of the malthouse. Its walls soon collapsed and the flames leaped to the brewing plant, one end of which was but a few feet away. The brewing company's grain eltr. valued at \$200,000, was a brick and stone structure nine stories high with two towers, built to resemble an old German schloss. It contained about \$50,000 worth of barley that was a total loss. Two hours after the fire started the foundations of the

eltr. gave way and it fell against the company's malthouse, an 8-story building that was partly destroyed.

George W. Patten died at the home of his brother, James A. Patten, in Evanston, Ill., Sept. 28, aged 56. He was born in Freeland, Ill., and came to Chicago with his brother James in 1877. He was first employed as a brokerage clerk in the offices of G. B. Comstock, who was succeeded by Coon & Patten Bros. in 1881. Ten years later his health broke under his first attack of tuberculosis and he went to Colorado, where he lived for eight years before his return to Chicago, apparently cured. He again entered business with his brother. Mr. Coon retired from the firm, which then became Patten Bros. In 1903 it became Carrington, Patten & Co. and, after various changes, Bartlett, Patten & Co. in 1907, from which both brothers retired last July and sought in rest and quiet to recuperate the younger brother's failing health, but the respite came too late. George was called the silent partner of the firm and his judgment was considered infallible. He was never married, and while here made his home with his brother James, to whom he was deeply attached. A few weeks before his death he gave \$500,000 to the Evanston hospital to enable it to prosecute its investigations of the dread disease, tuberculosis, that proved his own undoing. Many members of the Chicago Board of Trade attended the funeral in the afternoon of Sept. 30, and several grain men from other places made special trips to pay the last tribute of respect to one of the ablest merchants the trade has known in many years, among them were F. S. Cowgill of Omaha, H. J. Dittenbaugh of Kansas City and A. C. Petri of St. Louis. The Chicago offices of Bartlett, Frazier & Co. were closed at 2:30 p. m. to give the employees an opportunity to attend the funeral of the man who had time for kind words and friendly greetings. The body was placed temporarily in the family mausoleum at Rosehill, but, at his own request, will be taken later to his boyhood's home, Sandwich, Ill., for interment.

INDIANA.

Manilla, Ind.—The Mull Grain Co. has improved its eltr. at this point.—A. Mull, Rushville, Ind.

Gwynneville, Ind.—The Mull Grain Co. is enlarging its eltrs. here and at Morristown, Ind.—A. Mull, Rushville, Ind.

South Bend, Ind.—Farmers in this vicinity are considering organizing an eltr. company to build and operate a house.

Kentland, Ind.—The Kent Grain Co. has ordered a new steel cable car pulling outfit which will be installed by Fred Friedline & Co.

Kentland, Ind.—McCray, Morrison & Co. have purchased a Friedline Radial Car Puller Sheave and new steel cable car puller of Fred Friedline & Co., for their transfer eltr.

Evansville, Ind.—The eltrs. owned by Paul Kuhn & Co. have been cleaned, repaired and made ready to handle the big corn crop. Their Union Eltr. here has a capacity of 350,000 bus.

Whitehead, Ind.—John C. Young is making extensive improvements in his eltr., putting in new dumps, eltrs. and Richner Chain Grain Feeders, also repainting. A. H. Richner is doing the work.

Mt. Ayr, Ind.—Martin & Harris have received plans from Fred Friedline & Co., who will also furnish a superintendent to rebuild the corn cribs and install machinery for handling ear corn.

Thorntown, Ind.—The business of R. S. Stall & Co. will be conducted in the name of the surviving partner. The firm was composed of myself and my son Arthur G. Stall who died last summer.—R. S. Stall.

Morristown, Ind.—The Mull Grain Co. has installed new machinery in the eltrs. it is enlarging here and at Gwynneville, including 25 h. p. gasoline engines, automatic dump controllers, corn shellers and cleaners.—H. G. Wolf, M. Grn. Co.

Nappanee, Ind.—The eltr. of Hartman Bros. on the B. & O. burned early in the morning of Sept. 30, caused by an explosion of 50 gallons of gasoline in the engine room. The eltr. was full of grain. Loss, \$13,000; insurance, \$4,000.—F.

Attica, Ind.—Elevating and conveying machinery and belting will be purchased by F. A. Nave, who is erecting a grain eltr. on plans by Fred Friedline. The erection and installation of machinery will be superintended by J. B. Hatton of Attica.

New Waverly, Ind.—I have purchased the grain, coal and lumber business at this station from A. P. Haun, on Wabash R. R. The business will be conducted in my name and managed by A. J. McFadden.—F. P. McFadden, Plymouth, Ind.

Indianapolis, Ind.—C. A. Greathouse, pres. of the Files-Greathouse Grain Co., is the Democratic candidate for State Superintendent of Public Instruction and, as A. F. Files, the secretary, has gone to Evansville, a rumor is current that the company will soon close its business and offices.

Indianapolis, Ind.—Owing to its increased business at Buffalo, N. Y., the Alder Grain Co. closed its office in Indianapolis, Oct. 1. Sec'y F. G. Heinmiller, who managed this office, will go to Buffalo and the company's business in this city will be attended to by Bert A. Boyd from his own offices in the Board of Trade bldg. The Alder Co. also has an office in Lafayette, Ind.

Montezuma, Ind.—The eltr. and mill of the American Hominy Co. of Toledo, operated under the name of the Montezuma Mills, burned shortly after midnight of Sept. 28. The building was filled with grain; loss, \$75,000 to \$100,000, partly insured. The mill had not been in operation for some time and no fire had been under the boilers. Corn and other grain had been bot and stored preparatory to beginning work in October. The plant was managed by J. H. King and George E. Kohr of Toledo.

IOWA.

Batavia, Ia.—Koons & Walker have succeeded Scott & Walker.

Elliott, Ia.—Work on the eltr. for Turner Bros. is progressing rapidly.

Iowa Falls, Ia.—Harp & Roberts have bot the grain and coal business of S. E. Huber.

Red Oak, Ia.—Turner Bros. are installing a new loading spout and Gerber Distributor.

Fontanelle, Ia.—The Dunlap Grain Co. has awarded the contract to Chas. E. Newell for the building of a 15,000-bu. eltr.

Woodward, Ia.—T. J. Allen has purchased the eltr. formerly operated by O. T. Hulburt & Co.

Cedar Rapids, Ia.—The T. G. White Cereal Co. has been incorporated as the Cedar Rapids Cereal Co.

State Center, Ia.—The Wells-Hord Grain Co. is remodeling its eltr. Chas. E. Newell is doing the work.

Manning, Ia.—Peter Martens has formed a partnership with Jacob Ohde to deal in grain, coal and stock.

Farmersburg, Ia.—A gasoline engine has been installed in the new 15,000-bu. eltr. of the Farmersburg Grain Co.

Nobleton sta., Prairie City p. o., Ia.—Barrett Bros. of Mitchellville will have Chas. E. Newell build an eltr. here.

Daileys sta., Mitchellville p. o., Ia.—Barrett Bros. have let the contract to Chas. E. Newell for the erection of an eltr.

Palsville sta., Belmont p. o., Ia.—The Hynes Grain Co. of Omaha has bot the eltrs. of the Iowa Eltr. Co.—C. L. Farnsworth.

Koningsmark sta., Swisher p. o., Ia.—The Jackson Grain Co. is having a 20,000-bu. cribbed eltr. built by Chas. E. Newell.

Washington, Ia.—D. A. Chalmers will build a 20,000-bu. eltr. replacing the one burned recently. Chas. E. Newell has the contract.

Le Mars, Ia.—The old eltr. of B. C. Ragan, long a landmark passing from owner to owner, has been torn down to make an ice house.

Callender, Ia.—Albert Berg has succeeded me as agt. at this point for the Des Moines Eltr. Co.—A. T. Montgomery, Livemore, Ia.

Moorland, Ia.—Farmers Grain Co. incorporated by J. F. Adamson, Frank Hayek, R. Kaplan, I. Bird and others; capital stock, \$2,000.

Bolan, Ia.—H. A. Wambeam has again purchased an interest in the eltr. of Bosworth & McSween who succeeded Bosworth & Wambeam.

Tipton, Ia.—Little & Duncan shipped a car load of wheat recently, the first out of this station for several years. It graded No. 3 spring wheat.

Livemore, Ia.—I have charge of the eltr. and yard of the Royal Lbr. Co. Two other eltrs. are here, the Farmers and that of Gilchrist & Co.—A. T. Montgomery.

Murray, Ia.—J. E. Bossermann has taken over the eltr. of O. T. Hulburt & Co. and all property connected therewith, including a residence lot on which part of the cribs stand.

Libertyville, Ia.—The Libertyville Eltr. Co., a farmers company, incorporated; capital stock, \$6,000. We intend to do only a small business this season.—Charles H. Miller, sec'y.

Bernhart sta., Batavia p. o., Ia.—Yost & Morley of Libertyville have bot the eltr., scales and cribs at this station from Hayes & Hemmings of New London, Ia., and are having the house remodeled by Chas. E. Newell. Wm. Thoma of this place will be mgr.

Libertyville, Ia.—R. O. Sherrick of the firm of Yost & Sherrick, that succeeded Harlie Yost, having sold his interests to C. B. Morley, the business will be conducted under the name of Yost & Morley. The eltr., recently built for Yost & Sherrick by C. E. Newell, is operated by the new firm.

Winfield, Ia.—The Farmers Eltr. Co. is building corn cribs and putting in a new drag in connection with its newly constructed eltr. The work is being done by Chas. E. Newell.

Brunsville, Ia.—The recently incorporated Farmers Eltr. Co. has started construction on its eltr. on the extension of the C. & N. W. The Younglove Const. Co. is doing the work.

Le Mars, Ia.—The Plymouth Roller Mills Co. will have two 18,000-bu. eltrs. built by the V. E. Forrest Co. on the Hewarden-Merrill line; equipped with engines, scales, one stand of eltrs. and Hall Distributors.

Jordan, Ia.—The ironclad eltr. recently completed for J. W. Weikel by Chas. E. Newell, replacing that burned last May, is equipped with a sheller, a Sidney Cleaner and Sidney Manlift, operated by a 20-h. p. gasoline engine.

Leon, Ia.—C. B. Talbott of Osceola, who has no connection with the Talbott Grain Co. formerly in business here, has taken over the business of the Leon Grain & Coal Co. and will manage it himself. He will move his family here.

George, Ia.—We will purchase a 20-h. p. gasoline engine. We have just installed a Hall Eltr. Boot and Hall Grain Distributor, the complete Hall System, of 4,000 bus. capacity per hour.—Farmers Eltr. Co.

Max sta., Sanborn p. o., Ia.—Declaring that the Milwaukee refused to send them grain cars as wanted, residents of this place and Dion, two stations on the Chi., Mil. & St. P. R. R., have appealed to the Iowa R. R. Commission for relief.

Oxford Jct., Ia.—Many feeders in this vicinity, so most of the grain is fed and little shipped out. We have not shipped a car of corn from here in the last three years. To date this year, Oct. 4, we have shipped one car each of wheat, rye and barley and seven cars of oats.—O. A. Gable, agt. J. H. Phelps.

KANSAS.

Axtell, Kas.—A 10,000-bu. eltr. has just been completed for I. W. Kerr.—S.

Belvue, Kan.—M. W. Cardwell has purchased the eltr. of the Midland Eltr. Co.

Otis, Kan.—The eltr. of the Jacob Lebsack Grain Co. was damaged by fire recently.

Albert, Kan.—The Rock Mill & Eltr. Co. will soon rebuild its eltr. burned in August.

Brewster, Kan.—I have moved to Bellwood, Neb.—C. R. Smith, former agt. F. C. Kellogg.

Courtland, Kan.—I will install an engine, corn sheller and cleaner, that I already have.—C. O. Ainsworth.

Kiro sta., Silver Lake p. o., Kan.—M. W. Cardwell of Perry, Kan., has purchased the eltr. here from the Midland Eltr. Co.

Kiowa, Kan.—I have succeeded C. O. Hauck as mgr. for the Farmers' Grain & Merc. Co. Mr. Hauck resigned to go to Oregon to enter the shingle business.—C. Dickson.

Kismet, Kan.—J. H. Collingwood & Co. of Plains, Kan., have bot the 45,000-bu. eltr. of the Kismet Grain & Merc. Co., a farmers' company, and retained me as mgr. We are now building feed bins for two car loads of feed stuffs and constructing large cribs for milo maize and kaffir corn.—H. B. Hayes.

Lyons, Kan.—The Lyons Mlg. Co. is having a reinforced concrete warehouse, fireproof thruout, built by O. J. Lehrack and a 50,000-gal. reinforced concrete tank for fuel oil.

Ashland, Kan.—The car situation has materially improved. We have hauled in the wheat we had piled on the ground and are now in good shape on that line.—Wallingford Bros.

Perry, Kan.—J. H. Dougan & Son of Topeka, who formerly operated an eltr. at Robinson, Kan., have taken possession of the eltr. they recently purchased here from M. W. Cardwell.

Glasco, Kan.—The Glasco Grain Co. is arranging to operate the plant of the Glasco Alfalfa Mill Co., that has been idle for several months, formerly managed by Chas. Henning, Jr.

Albert, Kan.—Supports under the floor of the new 25,000-bu. storage eltr. of the Walnut Creek Mlg. Co. gave way recently and let several thousand bushels of wheat into the eltr. boot and on the ground. Loss small.

Kansas City, Kan.—The trial of John W. Radford, former state grain inspector of Kansas, charged with misappropriation of funds of the grain department, was set to begin in the Wyandotte County court, Sept. 19, with the expectation that several days would have to be consumed in obtaining a jury.

Larabee, Kan.—The Larabee Flour Mills Co. has had a 50,000-bu. steel tank addition to its eltr. built by the Grain Storage Construction Co., completed Oct. 1. The tank, 34 ft. in diameter and 65 ft. high, is subdivided into nine bins and is connected with the eltr. by a steel gallery over the top and a screw conveyor.

Oxford, Kan.—Arthur Appling, a grain man of this place, was shot and killed while hunting with a companion in Oklahoma, Oct. 1. While trying to pull his gun out of a buggy it was discharged, the full load struck him in the stomach and he died before aid reached him. He was 30 years old and leaves a widow and two young children.

Norway, Kan.—The 12,000-bu. eltr. for the Norway Farmers Eltr. Co. is being completed by R. M. Van Ness. The building is ironclad and has an iron roof. Equipment includes a 15-h. p. engine, a cleaner and a sheller. Plant is first-class in every respect. Mr. Herman, a stockholder in the N. Fr. Eltr. Co., has let the contract to Mr. Van Ness for two 8,000-bu. eltrs. to be erected on his farm.—S.

Manhattan, Kan.—The Kansas Corn Breeders Ass'n will hold the state corn show in the Agricultural College buildings here during the last week in December at the time of its annual meeting. About \$1,000 in premiums will be awarded on prize samples of corn. Entries to the national corn show at Columbus, O., during the last week in January, will be made thru this state corn show. Lectures will be delivered on corn, grain and other agricultural subjects.

The following have applied for admission to membership in the Kansas Grain Dealers Ass'n since Sept. 1: R. L. Hearn, Macksville, Kan.; Farmers Business Ass'n, Norman, Neb.; J. H. Marsh & Son, Carleton, Neb.; Hastings & Co., Wichita, Kan.; Sylvia Grain & Supply Co., Sylvia, Kan.; Sylvia Mlg. Company, Sylvia, Kan.; J. B. Vosburg, Lewis, Kan.; C. Heller, Solomon, Kan.; Verdi Grain Co., Verdi, Kan.; J. E. Rogers, Minneapolis, Kan., Hall County Grain

Co., Doniphan, Neb.; Farmers Grain & Supply Co., Ragan, Neb. The following firms have asked for reinstatement: E. W. Hinshaw, Plevna, Kan.; St. John Eltr. Co., St. John, Kan.; J. H. Dougan & Son, Perry, Kan.—E. J. Smiley, sec'y.

KENTUCKY.

Sturgis, Ky.—Waller & Co. will build an eltr. and will include a Western Warehouse Sheller in its equipment.

Louisville, Ky.—The controversy regarding the weight of grain handled thru the eltrs. involves only stored grain handled or run for dealers here, and does not concern shippers, as the entire net weight of each car according to its actual contents is accounted for to the consignor.

LOUISIANA.

New Orleans, La.—The strike of railroad employees in the local freight offices of the Queen & Crescent route and the New O. Terminal has so handicapped the companies that they move freight at great disadvantage. As a general strike is threatened if other lines handle the business offered by the N. O. & Northeastern and other roads interested, the New Orleans Board of Trade has asked companies and employees to settle their differences by arbitration.

New Orleans, La.—Shipments during September included 24,993 bus. of wheat and 448,624 bus. of corn; compared with 707,249 bus. of wheat and 120,000 bus. of corn exported in Sept., 1909. The corn shipments went to various ports in the West Indies, Central America and Mexico, while all but 993 bus. of the wheat went to Hamburg. The decrease in the wheat exports is more than double the increase in corn, as reported by W. L. Richeson, chief grain inspector New Orleans Board of Trade.

MARYLAND.

Baltimore, Md.—The Chamber of Commerce has adopted a rate of 10c per 1,000 bus. for weighing grain after handling at eltrs., effective Sept. 19.

Baltimore, Md.—D. Yulee Huyett was operated on for appendicitis during the night of Sept. 28 and is making satisfactory progress towards recovery.

Parkton, Md.—The new firm of H. & W. Krout has located on the N. C. R. R. and will deal in grain and farm machinery.—John H. Keeny, Freedland, Md.

Baltimore, Md.—Egil Steen, senior member of the firm of E. Steen & Bro., hay receivers and commission merchants, has been in the hospital for some weeks, seriously ill with typhoid fever.

Baltimore, Md.—Fred H. Foote of the firm of F. H. Foote & Co., commission merchants, has been elected to membership in the Chamber of Commerce. The membership of Thos. W. Pumphrey was transferred.—James B. Hessong, sec'y Baltimore Chamber of Commerce.

Baltimore, Md.—Charles England, former president of the Chamber of Commerce, is the envied recipient from The Honorary Commercial Commissioners of Japan, of a handsome silver vase on which Mr. England's name is inscribed, and a memorial resolution worked in Japanese characters on a silk banner, at the top of which are interwoven the American and Japanese flags, as tokens of appreciation of the courtesies extended to the commission when they visited Baltimore last year.—C.

Baltimore, Md.—Extensive alterations are planned for the main floor of the Chamber of Commerce bldg., to provide commodious quarters for the new traffic department. The reading room will be converted into an office for the Traffic Bureau and another reading room arranged on the Water St. side of the building.

Baltimore, Md.—J. A. Loane & Co., well known in the local grain, hay and feed trade and for more than 12 years members of the Baltimore Chamber of Commerce, failed Sept. 30 with liabilities aggregating \$55,000, of which \$30,000 is secured; assets not stated. Declining markets for corn and oats caused the failure.

Baltimore, Md.—During September Baltimore received 770,332 bus. of wheat, 401,133 of corn, 616,256 of oats, 61,071 of rye, no barley and 48,165 bus. of malt; compared with 428,908 bus. of wheat, 290,821 of corn, 769,144 of oats, 59,002 of rye, 1,946 of barley and 34,152 bus. of malt received in Sept., 1909. Shipments in September included 1,096,343 bus. of wheat, 34,973 of corn, 60 bus. of oats and no rye; against 322,250 bus. of wheat, 20,886 of corn, 100 of oats and 17,143 bus. of rye shipped in September last year.—James B. Hessong, sec'y Baltimore Chamber of Commerce.

Baltimore, Md.—The day is not distant when the Western Maryland Railroad will erect an eltr. at Baltimore. This road can now handle grain from the West, in competition with other lines reaching Baltimore, but having no eltrs. of its own, it must either make track delivery or deliver thru the eltrs. of the Pennsylvania, which latter entails decidedly costly tolls. The subject will undoubtedly receive much attention on the part of the railroad officials as the time approaches for the connection of the Western Maryland and the Pittsburg & Lake Erie, which will give another east and west line to the seaboard. The grain men will ask for a voice in the location of any eltr. the Western Maryland may build, in order that sites may be selected convenient for handling both domestic and export grain.—C.

MICHIGAN.

Lanbs, Mich.—The Lambs Farmers Eltr. Co. incorporated; capital stock, \$5,000.

Saginaw, Mich.—Hart Bros. will install a Hall Signaling Grain Distributor in their eltr.

Thomas, Mich.—The eltr. of A. S. Cowan was damaged by fire recently; loss, \$500.

Kalamazoo, Mich.—F. V. Bogert has been arrested as responsible for a fire that destroyed an eltr. belonging to Morris Kent & Co.

Richville, Mich.—Preparations are under way to rebuild the eltr. burned last August. It was owned by farmers and operated under lease by J. L. Ortner.

Byron, Mich.—F. E. Close has entered suit against the Ann Arbor R. R. Co. for \$35,000. He alleges that sparks from an engine started the fire which destroyed his eltr.

Lansing, Mich.—Bucket-shop operators in this state are held liable for losses by patrons in a decision given Sept. 28 by the supreme court of Michigan in the suit by R. C. Goodspeed of Grand Rapids against Connor H. Smith, whose defense was that the deal was a gambling transaction.

Grand Rapids, Mich.—H. J. Cheney, formerly mgr. for H. J. Cheney & Co., has entered the commission business with C. L. Reed. Loveland & Hynan, who controlled the Cheney Co., retain all interests and have changed the name to the Glenn R. Loveland Co.

Allegan, Mich.—The eltr. plant of E. F. Sherman, under construction since early in July, was ready for operation Oct. 1, at a cost of \$8,500 for buildings and machinery. The site cost \$2,000. The buildings are of wood covered with galvanized steel. The eltr. is 24x36 ft. Nine bins 23 ft. deep are made of two-by-fours spiked together; capacity, 15,000 bus. Equipment includes a manlift, wagon and hopper scales, four eltr. legs and two electric motors. One man can operate all the machinery, including a bean cleaner, a seed cleaner and a grain separator. The basement is arranged for potato storage; capacity, 12,000 bus. On one side of the eltr. is a covered driveway, 17x94 ft. On the other side is a side track from the Pere Marquette yards. In the rear of the eltr. are 2-story hay barns, 36x70 ft., equipped with power grapple forks and a stationary baler operated by electricity. Across the side track is a well equipped 2-room office building, 16x24 ft.

MINNESOTA.

Canby, Minn.—I have contracted to sell my eltrs.—John Swenson.

Dover, Minn.—C. E. Kendall has bot the eltr. of the Patrons Eltr. Co. for \$4,000.

Hanska, Minn.—The New Ulm Roller Mill Co. has leased the mill here to use as an eltr.

Spring Grove, Minn.—O. A. Myhro is grain buyer for the Spring Grove Stock & Grain Co.

Lafayette, Minn.—O. W. Strom has bot the interests of J. G. Ericson in the Ericson Eltr. Co.

Brandon, Minn.—We have sold our eltr. at this station to T. H. Hanson.—Mnpls. & Nor. Eltr. Co.

Lakefield, Minn.—A \$60,000 fire scorched the eltrs. of the St. John Grain Co. and McGlin Bros.—J. J. F.

Garfield, Minn.—August O. Sanstad, formerly our agt., has bot our eltr. at this point.—Mnpls. & Nor. Eltr. Co.

Kerkhoven, Minn.—A. Jacobson has rented the Cargill Eltr. and embarked in the grain business on his own account.

Owatonna, Minn.—The new eltr., feed mill and warehouse has been completed for the Owatonna Farmers Eltr. & Merc. Co.

Moorhead, Minn.—We sold our eltr. here to the Farmers Eltr. Co., of which Thomas Fitzgerald is mgr.—Mnpls. & Northern Eltr. Co.

Clear Lake, Minn.—The Farmers Eltr. Co. has bot our eltr. and retained John Daiken, formerly our agt., as mgr.—Mnpls. & Nor. Eltr. Co.

McIntosh, Minn.—The Farmers Eltr. Co., of which Engebret Larson, formerly one of our agts., is mgr., has bot our eltr.—Mnpls. & Nor. Eltr. Co.

New York Mills, Minn.—The Andrews Grain Co. has closed its eltr. at this point and has transferred me to its house in Brandon, Minn.—H. C. Hanson.

Downer, Minn.—The St. Anthony & Dak. Eltr. Co. has painted and repaired its eltr. and built an up-to-date coal shed in connection.—Hans J. Ullrich, agt.

Twin Lakes, Minn.—The Speltz Grain & Coal Co. bot an old eltr. at this station, which it is repairing and enlarging.—B. F. Steele, agt. S. Grain & C. Co., Conger, Minn.

Duluth, Minn.—F. N. Chaffee has withdrawn from membership and W. C. Stinson has been admitted to membership in the Duluth Board of Trade.—Chas. F. Macdonald, sec'y.

New Ulm, Minn.—The Eagle Roller Mills, which is erecting a 500,000-bu. grain eltr., will equip the plant thruout with "R. F." rubber belting furnished by W. H. Salisbury & Co., Inc.

Pine Island, Minn.—We have completed a coal shed and a feed storehouse, 18x80 ft.; concrete floor, galvanized roof and corrugated iron siding.—Albert E. Weckerling, mgr. P. I. Farmers Eltr. Co.

Conger, Minn.—Grain business here is good this year, as much grain of good quality was raised in this locality. Wheat tests as high as 61 lbs. and the corn crop is very strong.—B. F. Steele, agt. Speltz Grain & Coal Co.

Predmore sta., Eyota p. o., Minn.—The eltr. at Horton has been removed to this station and rebuilt, making it larger and stronger. A gasoline engine has been installed.—Bert Berkins, agt. G. W. Van Dusen, Chester, Minn.

Duluth, Minn.—An advance in the handling and storage charges on grain thru Duluth eltrs. became effective, Oct. 1. The charge for unloading and the first 15 days storage is 1c per bu. instead of ½c as formerly; after the first 15 days the storage charge will be 1-40 of 1c per bu. per day.

Moorhead, Minn.—The Farmers Eltr. Co. incorporated by Victor Johnson, A. T. Grover, Thos. Fitzgerald and O. H. Hagstad of Moorhead and Alonzo Wilson of Glyndon; capital stock, \$10,000. The stockholders met recently at the eltr. of the Mnpls. & Nor. Eltr. Co., which has been idle for some time, and decided to purchase the property. They intend to have the building ready for operation soon.

The Minnesota Warehouse Commission's new schedule of fees that became effective Oct. 1 follows: For inspection in and out of store, for each carload or part thereof, 75c for flaxseed and 35c for all other grain. For inspection in running stream, 75c per 1,000 bus. of flaxseed and 40c for all other grain. Charges for weighing grain; all grain, in or out of store, 40c for each car, or part, and 40c per 1,000 bus. when loading into vessels.

Duluth, Minn.—Receipts of grain during September included 5,948,031 bus. of wheat, 154,991 of corn, 242,601 of oats, 1,863,844 of barley and 31,600 bus. of rye; compared with 16,884,770 bus. of wheat, 134,954 of corn, 916,028 of oats, 3,988,823 of barley and 142,380 bus. of rye received in Sept., 1909. Shipments in September this year included 4,592,353 bus. of wheat, 117,935 of corn, 146,262 of oats, 1,493,761 of barley and 38,688 bus. of rye; against 6,909,840 bus. of wheat, 119,118 of corn, 331,057 of oats, 2,759,120 of barley and 125,331 bus. of rye shipped in September last year.—Chas. F. Macdonald, sec'y Duluth Board of Trade.

MINNEAPOLIS LETTER.

H. A. Morrison has bot a membership in the Chamber of Commerce and will start a brokerage business.

John Esterbrooke Botterell, mgr. for Farr, Fairbanks & Co. of Winnipeg, has applied for membership in the Minneapolis Chamber of Commerce.

Creditors of the Consumers Malting Co. have been directed by a court order to file their claims with proof with the Minneapolis Trust Co., the receiver, by Apr. 15.

The C. M. & St. P. has ruled in transit regulations that 75% of a given quantity of wheat will be treated as flour and 25% as offal. However, in cases where this rule would do injustice, it will be disregarded to some extent.

James W. Wallace, formerly pit trader for E. S. Woodworth & Co., has associated himself with the Minnesota Grain Co. and has also started into the brokerage business for himself with office in the Chamber of Commerce bldg.

The J. H. Riheldaffer Co., recently incorporated in Chicago, will do a general receiving and grain shipping business in this city. Mr. Riheldaffer, who was formerly with the Sterling Eltr. Co., is pres.; W. S. Young of Chicago, vice pres.; E. J. Westlake, sec'y.

The Van Dusen-Harrington Co. has bot Eltr. H from the Sterling Eltr. Co. that recently went into liquidation. The plant consists of concrete storage of 900,000 bus. capacity and a 100,000-bu. working house, that originally cost about \$160,000 and was operated until this year as a terminal storage house.

H. B. Putman is another grain man, formerly with E. S. Woodworth & Co., for 12 years, who has started in for himself. He will handle cash business as when with that firm. Mr. Putman and Mr. Wallace have had strangely similar experiences. They went thru school together, started to work together on the same day for the same firm, from which they resigned at the same time.

At the annual election of officers and directors of the Chamber of Commerce, Oct. 6, a total vote of 245 was cast. George F. Piper received 237 votes for pres. to succeed G. F. Ewe who had refused to serve another term; John R. Marfield, vice pres., 217 votes; S. J. McCaull, 235 and C. D. Wagner, 234 for members of the board of arbitration; J. H. Riheldaffer 239 and H. G. Dickey 236 for members of the board of appeals. They had no opposition; but seven candidates ran to fill five places on the board of directors. F. A. Hallet, J. L. McCaull, A. C. Loring and W. O. Timerman were re-elected directors, and C. M. Case defeated J. B. Gilfillan, Jr., and E. J. Skewis for the remaining position.

The directors of the Chamber of Commerce adopted, Oct. 3, the recommendation of the transportation committee that each member of the Chamber be assessed not to exceed \$25 per annum for support of the Minneapolis Traffic Ass'n, to maintain this city's trade position against encroachments of other markets. As the Chamber of Commerce has 550 members, such an assessment could provide \$13,750 annually. A vote will be taken on the question Oct. 12. Members generally realize the necessity of giving the Traffic Ass'n such financial support as will enable it to cope with the activities of others, as Des Moines, Sioux City, Duluth, Omaha and Chicago, all have such organizations alert and well supported, while this market is so situated geographically that, by encroachments around the edges in a way scarcely noticeable in some instances, a total diversion of traffic from Minneapolis of large proportions could be effected by a competing market seeking to extend its territory. G. F. Ewe avers that the move has no relation to railroad rates.

J. C. Verhoeff became the Minneapolis representative of E. W. Wagner & Co., Oct. 1. Formerly a steamboat clerk and then captain, he entered the grain business in Evansville in 1877. Four years later he went with Easton, Minor & Co., and in 1882 with Milmine, Bodman & Co. at Detroit and came to Minneapolis to represent them in 1888. He stayed with them until 1905, when he went with Pringle, Fitch & Co., with whom he remained until he associated himself with Wagner & Co.

MISSOURI.

Raymore, Mo.—Wm. Lasley is a scoop shoveler here.—Jas. R. Barker.

Blodgett, Mo.—The Blodgett Eltr. & Grain Co. will install a Hall Signaling Distributor.

Brookline Station, Mo.—I have bot the eltr. of the R. C. Stone Mfg. Co. at this place.—J. E. Wilson, Elwood, Mo.

Conway, Mo.—I have the only eltr in town and it will not be used as there will be no grain sold here this season.—Joe Warren.

Vanduser, Mo.—We will complete o elr. here Oct. 10, at a cost of \$11,500. We have not incorporated yet.—Garrett & Schnarr.

Applenton City, Mo.—I have bot a h; interest in the grain business of W. Schmitt here.—M. F. Boots, former of Lowry City, Mo.

Darlington, Mo.—We had no surplus grain for two years and there will not be any this season. I generally handle practically all the grain in this vicinity.—Geo W. Hawkins.

KANSAS CITY LETTER.

The Megibben Coal & Grain Co.; incorporated, capital stock, \$10,000; incorporators: C. K. Megibben, J. W. Kinkler and W. A. Marshall.

Grain receipts at Kansas City during the month of September were 6,235,200 bus. of wheat, 1,092,000 of corn, 595,000 of oats, 16,500 of rye and 15,540 of barley, compared with 3,572,800 bus. of wheat, 530,150 of corn, 640,500 of oats, 12,100 of rye and 20,900 of barley, received in September, 1909. Shipments during the month amounted to 4,742,400 bus. of wheat, 1,234,800 of corn, 246,500 of oats, 12,100 of rye and 7,000 of barley, compared with 2,656,500 bus. of wheat, 338,100 of corn, 403,500 of oats, 9,900 of rye and 4,400 of barley in September of the previous year.—E. D. Bigelow, sec'y Board of Trade.

The Grain Exchange Building Co. has been incorporated with a capital stock of \$1,500,000 issued in shares of \$100 each. A. C. Billicke, of Los Angeles, Cal., who holds the greater part of the stock, is confident that the Board of Trade will occupy several floors of the building which the new company will erect at 12th St. and Baltimore Ave. The Board of Trade, however, has not decided to make the change for altho the building committee of that organization has recommended it there is a large number of members who do not desire to move, preferring to remain in the present building.

ST. LOUIS LETTER.

Chas. H. ReQua has sold his membership in the Merchants Exchange.

John L. Wright of the J. L. Wright Grain Co., which recently withdrew from business will take charge of the cash grain business for the C. H. Albers Commission Co.

The amendment to the rules of the Merchants Exchange which was to have been adopted by a vote of the members Sept. 22, as stated in this column, has been withdrawn by the directors. The proposed amendment provided that when insurance could not be obtained on all the grain in an eltr. the house should be declared irregular.

John Dower, supervisor of the department of weights of the Merchants Exchange, reports that there were found at the different eltrs. and track scales during the month of August 822 cars with leaking grain doors, 47 leaking over the door, 3,699 with leaking boxes, 163 leaking at end windows 81 with end windows open, 273 end windows not sealed and 1,010 cars not sealed.

St. Louis grain receipts during September were: Wheat, 2,374,900 bus.; corn, 1,272,000 bus.; oats, 1,632,000 bus.; rye, 19,800 bus.; barley, 103,600 bus., compared with: wheat, 2,477,000 bus.; corn, 1,229,800 bus.; oats, 1,918,400 bus.; rye, 23,000 bus.; barley, 157,100 bus. received in September, 1909. Shipments of grain at St. Louis during September were as follows: Wheat, 1,305,660 bus.; corn, 884,910 bus.; oats, 1,119,010 bus.; rye, 14,465 bus.; barley, 11,000 bus.; compared with 2,362,480 bus. of wheat, 712,430 bus. corn, 1,128,380 bus. oats, 6,210 bus. rye and 6,210 bus. barley shipped during the corresponding month of 1909.—Geo. H. Morgan, sec'y Merchants Exchange.

MONTANA.

Great Falls Mont.—J. L. Monda is erecting a large eltr.

Wibaux, Mont.—D. L. Lytle, of Miles City has rented and is operating the Minnesota & Western Eltr.

Billings, Mont.—The A. L. Babcock Hdw. Co. has discontinued its grain and other business.—Billings State Bank.

Wibaux, Mont.—The J. C. Kinney Eltr. Co., incorporated, capital \$10,000; incorporators: J. C. Kinney, A. L. Davie and A. Pickering all of Wibaux.

Townsend, Mont.—The newly organized Broadway Eltr. Co. has bot the eltr. of the Hawkeye Eltr. Co. A. W. Finch of Clyde Park will be mgr.—E. A. Strauch.

NEBRASKA.

Lincoln, Neb.—We still retain our cash grain business here.—Ewart Gr. Co.

Eustis, Neb.—The eltr. of C. J. Miles burned Sept. 29. Loss is \$3,000; insured.

Newcastle, Neb.—The eltr. of the Anchor Grain Co., which has been rebuilt, is completed.

Louisville, Neb.—P. A. Jacobson will resign his position as agent for the Duff Grain Co. in the spring and go farming.

Potter, Neb.—The eltr. of C. W. Johnston, which is being constructed by L. F. Demers, will be equipped with a Hall Signaling Distributor.

Ravenna, Neb.—The Ravenna Mills, which own 2 eltrs. at Sweetwater, recently bot the 25,000-bu. eltr. of the Central Granaries Co. here.

Doniphan, Neb.—The Hall County Grain Co. has incorporated; capital stock, \$7,500; incorporators, Chas. H. Klindig, Cal Hoppold and R. L. McMullin.

Ft. Calhoun, Neb.—I have moved my office from Tekamah to Ft. Calhoun and will operate my eltrs. from here. I still own the eltr. at Tekamah and also eltrs. at Herman, Hooper, Crofton, Fordyce and Ceresco.—Henry Roberts.

Upland, Neb.—Please discontinue our advertisement as we have sold our scale. The Grain Dealers Journal brings results.—People's Grain, Coal & L. S. Co.

Fairfield, Neb.—P. J. Keamer of the Clay County Grain Co. lost the index finger of the left hand recently while adjusting some of the machinery in the eltr.

Omaha, Neb.—The memberships of M. A. Hall, E. J. Kiddle and W. T. Graham have been transferred to C. L. Scholl, E. H. Weckbaugh and H. J. Berry respectively.—F. P. Manchester, sec'y Omaha Grain Exchange.

Neligh, Neb.—The Farmers Eltr. Co. has purchased the eltr. of the T. B. Hord Grain Co. for \$10,000 in cash and \$8,000 to be paid later. The property consists of two eltrs. with a combined capacity of 45,000 bus., a power plant and corn cribs. The officers of the Farmers Eltr. Co. are J. D. Hatfield, pres.; J. A. Min-teer, sec'y, and J. Miller, treas.

Omaha, Neb.—Receipts of grain at Omaha during the month of September amounted to 975,600 bus. of wheat, 1,177,200 of corn, 858,500 of oats, 17,600 of rye and 49,000 of barley; compared with 583,200 bus. of wheat, 1,130,800 of corn, 1,174,400 of oats, 3,000 of rye and 27,000 of barley. Shipments included 518,000 bus. of wheat, 1,306,000 of corn, 340,500 of oats, 5,000 of rye and no barley; compared with 404,000 of wheat, 622,000 of corn, 546,000 of oats, 7,000 of rye and 9,000 of barley, during September, 1909.—F. P. Manchester, sec'y Grain Exchange.

NEW ENGLAND.

Boston, Mass.—The Boston Hay & Grain Co., incorporated, capital stock, \$10,000; incorporators: Maurice D. Flattery, Chas. E. Howe and Georgiana A. Flattery.

Boston, Mass.—New England has absorbed more corn the past five months than during a like period in many years, there has not been a press on the market, in fact it has been bringing a premium—Matthew D. Benzaquin.

Portland, Me.—Corn grown here is mostly sweet corn for canning. At present there is very little corn here and what there is is demanding a premium because of the scarcity. Oats are not heavy here and wheat doesn't amount to anything. Business here is a little quiet. The people here never buy on a sagging market.—F. A. Robinson of S. A. True & Co.

Boston, Mass.—Members of the Chamber of Commerce to the number of 21 went to Brattleboro, Vt., Sept. 10, where they were royally entertained for two days by their fellow-member, Chas. R. Crosby of the E. Crosby Co., millers and shippers. Mr. Crosby was presented by his guests with a large silver loving cup mounted upon an ebony base. Ball games and motor-boat trips were made and the visitors returned to Boston upon a special car.

Worcester, Mass.—The New England Corn Exposition, which will be held here Nov. 7-12, promises to be one of the greatest shows of its kind ever held and is receiving the heartiest co-operation of both the business and agricultural interests. Over \$5,000 in cash prizes is offered and there are many valuable farming implements to be given as additional premiums by the various manufacturing companies. There will be reduced rates from all points in New England and a very large attendance is

expected. The Maine Seed Improvement Ass'n, which is a co-operative farmers' organization, aided and directed by the state department of agriculture, is making every effort to present a prize-winning exhibit and is the only farmers' organization that will have its exhibits in the same hall with the agricultural colleges.

NEW JERSEY.

Newark, N. J.—Chas. S. Rhodes, a grain and feed broker, is charged with the embezzlement of \$1,260 from Chas. A. Dickson.

Camden, N. J.—E. Mahler Co., incorporated, capital stock, \$100,000, to deal in grain, cereals and flour; incorporators: Jacob Ruff, Jacob Mahler and Walter McGuire.

NEW YORK.

Buffalo, N. Y.—Rates for elevating grain at this port have been raised from $\frac{1}{8}$ to $\frac{1}{2}$ c.

Buffalo, N. Y.—O. G. Spann has been removed to his home from the hospital and is on the road to speedy recovery.

New York, N. Y.—Yager & Wagner, Boro of Queens, incorporated to deal in grain, coal, wood and building material, capital \$40,000; F. Yager, C. F. Wagner and A. E. Wagner.

Buffalo, N. Y.—August was an exceptionally good month. The receipts of oats were very heavy, being better than any August during the past three years. September was about normal.—F. E. Pond, Sec'y Corn Exchange.

New York, N. Y.—The old-time grain trade is returning. Dow's Stores, an eltr. costing \$1,000,000 in 1879, is filling up at the rate of 70,000 bus. per day and it is expected to be filled up to its capacity of 2,500,000 bus. by Nov. 1, a condition that has not occurred in many years. Fifteen years ago it became necessary to build an annex to the eltr., so thriving was Brooklyn's grain trade, but with the construction of immense eltrs. at Montreal and Newport News by the railroads, the amount of grain received diminished until the company considered itself fortunate if it had 500,000 bus. in the big building when the season was at an end. At Newport News labor was cheaper and wharfage charges less and as a result much of the trade was diverted to that port. There is a comparative falling off, however, in both cities this season and as a result 9 canal boats with a capacity of 8,000 bus. each are being unloaded every day at Dow's Stores necessitating a force of men both night and day.

NORTH DAKOTA.

Regent, N. D.—The Western Lumber & Gr. Co. will build an eltr.

Grand Harbor, N. D.—The eltr. of the St. Anthony & Dak. Eltr. Co. has been burned.

Stover, Edmore p. o., N. D.—C. O. Johnson and others have bot the eltr. of McCabe Bros.

Petrel, N. D.—The eltr. of the Farmers Eltr. Co. is now completed with E. F. Heim of Lemmon, S. D. as mgr.

Sentinel Butte, N. D.—The eltr. of the Billings Co. Merc. Co. has been completed. Geo. McCloskey is in charge.

Hartland, N. D.—Geo. H. Cross has bot the eltr. of the Williams Eltr. Co. and not the eltr. of the Farmers Eltr. Co.

Buffalo, N. Y.—Fire broke out Oct. 2, in the ruins of the old Globe Eltr., which was burned a few months ago.

Bottineau, N. D.—C. A. Martin has succeeded me as mgr. for the Imperial Eltr. Co. here. I am no longer in the grain business.—P. H. Peterson.

Medina, N. D.—The eltr. of the Farmers Eltr. Co. is now in operation. N. E. Norman of Kandiyohi, Minn., is in charge.

Birdsall, no p. o., N. D.—Christ Hinz of Mott, N. D., will erect a 30,000-bu. eltr. here. The Younglove Const. Co. has the contract.

Washburn, N. D.—Earl Klein & Co. have acquired the eltr. of the Washburn Grain & Feed Co. from Paul S. Meyer, giving some land in payment.

Columbus, N. D.—The loss on the eltr. of the Occident Eltr. Co., which was burned recently is believed to be \$20,000, practically covered by insurance.

Fero, N. D.—The Heising Eltr. Co. of Minneapolis built a 30,000-bu. eltr. here this summer, but it will not be opened this fall owing to the poor crops.

McVile, N. D.—One hundred farmers gathered here recently and organized the McVile Farmers Eltr. Co. All of the stock in the company has been sold.

Buchanan, N. D.—The Lyon Eltr. Co. has discontinued business here and has sold its house to the Occident Eltr. Co.—A. E. Rieman, mgr. Monarch Eltr. Co.

Lakota, N. D.—The Martin Grain Co., incorporated, capital stock, \$25,000; directors: Wm. C. Fairbanks, John M. Martin, John W. Bliss and others all of Lakota.

Marmarth, N. D.—The Western Lumber & Grain Co. has erected a 30,000-bu. eltr. here with coal sheds and a flour house. A. E. Odegaard of Lemmon, S. D. is the buyer.

Meckinock, N. D.—The eltrs. of the Andrews Grain Co. and the Farmers Eltr. Co. have been closed this season on account of poor crops.—Anton Anderson, agt. Monarch Eltr. Co.

Penn, N. D.—Why don't you start a sporting column in your worthy Journal? This is the goose and duck country of North Dakota and in the last 3 Sundays I have bagged 74 ducks and 2 pelicans. I would not hunt on Sunday if I could get away on week days, but Sunday is the only day off for eltr. men and we are all hunters here.—H. C. Kornder.

Fargo, N. D.—The Farmers Eltr. Co. has elected the following officers: Victor Johnson, pres.; Dr. Alonzo Wilson, vice-pres.; Joseph V. Godfrey, sec'y; A. T. Grover, treas. The directors, who are also the incorporators are: Victor Johnson, Dr. Alonzo Wilson, A. T. Grover, O. H. Hogstad and Thos. Fitzgerald. The eltr. of the Minneapolis & Northern Eltr. Co. has been purchased and will be managed by Mr. Fitzgerald, who managed it for its former owners.

OHIO.

New Madison, O.—D. L. Mote has bot our eltr.—Flaig Bros.

Columbus, O.—The Fall meeting of the Ohio Grain Dealers Ass'n will probably be held at the Chittenden Hotel Oct. 28.

Mingo, O.—I have bot the eltr. of W. H. Watkins here and will take possession of the same on or before Nov. 21.—Howard Townsend, of Irvin.

Napoleon, O.—The Hyman Grain Co.; incorporated, capital stock, \$15,000; incorporators: Max M. Hyman, Harry Hirsch, Emil Levy and Jerome Ackerman.

Oak Harbor, O.—Carl T. Bauch, of the grain and milling firm of Emery Thierwechter & Co., has received the Republican nomination for State Senator from his district.

Cincinnati, O.—The Seelmeyer-Fox Grain Co.; incorporated, capital stock, \$10,000; incorporators: P. M. Scott, Chas. Broadwell, Chas. S. Bell, I. C. Huddle and C. R. Dickman.

Portsmouth, O.—The Board of Trade of Portsmouth, of which Harry S. Grimes is pres., has issued a handsomely illustrated souvenir booklet showing the many diversified industries of this very progressive city, which enjoys the cheapest fuel and power and has excellent Ohio River and rail connections.

Duval, O.—T. W. Baum of the firm of Baum & Herr of Groveport, died on the 18th day of Sept. of pernicious anemia at his home here. He owned and operated elevators at Duval, and Groveport, Ohio, and was a member of the Seeds Grain & Hay Co., of Columbus, O. He was a very successful business man, and will be greatly missed by all who knew him.

Columbus, O.—The regular fall meeting of the Ohio Grain Dealers Ass'n will be held at Columbus, one day of either the last week of this month or the first week in November. Due notice will be given later by letter. Make plans for this meeting; dealers cannot afford to miss it. It is strictly a business meeting for mutual conference and consideration of corn, oats and wheat crops; handling the new corn crop, and many other matters near to our bank accounts.—J. W. McCord, Sec'y.

Cincinnati, O.—Receipts of grain at Cincinnati during September were as follows: 280,684 bus. of wheat, 614,464 of corn, 578,538 of oats, 88,292 of rye and 58,620 of barley, compared with 512,557 bus. of wheat, 461,494 of corn, 637,392 of oats, 75,687 of rye and 47,000 of barley during the same month of 1909. Shipments during the month of September were 303,708 bus. of wheat, 513,726 of corn, 385,653 of oats, 43,556 of rye and 1,124 of barley; compared with 504,006 bus. of wheat, 309,268 of corn, 630,878 of oats, 31,044 of rye and no barley in September, 1909.—C. B. Murray, sup't. Chamber of Commerce.

Defiance, O.—Prizes were given by the Farmers Grain Co., during the Fall Festival held here recently, for the three heaviest loads of oats delivered at its eltr. A premium of \$1 was also given to every farmer whose load exceeded 2,000 lbs. Farmers for the Defiance Mlg. Co. drove 25 wagonloads of grain in the parade, led by a gaily decorated wagon carrying 28 of the mill's oldest patrons. The milling company also offered prizes and premiums for large loads of grain and during the day 6,000 bus. of grain were received at the mill. At noon, farmers and their wives to the number of 75 took luncheon as guests of the company.

CLEVELAND LETTER.

Abel Bros. have been awarded the contract to supply the Cleveland fire department with hay and oats for a period of six months. The contract amounts to about \$8,000.

The Gates Eltr. Co. is the successor of H. Schmitt.

Usually our oats last until the first of January, then the local supplies are exhausted and the interior points begin to draw upon us. The interior points will also begin on their soft corn and as a result there is always a lull at this time.—E. J. Bailey.

An unusual number of contracts were made this fall for the future delivery of oats to all classes of dealers, large and small, including feeders, down to the 100-bu. per month users, and of course at higher prices than prevail now.—W. A. Bennett.

The Cleveland Grain Co. has installed an Ellis Cooler, having previously installed a Hess Drier and a bleacher. A new 100-h. p. motor has also been installed to drive the drier and in a short time electric power will be used entirely, displacing steam which is now being used.—F. E. Watkins.

TOLEDO LETTER.

Chief Grain Inspector E. H. Culver is taking a week's vacation and making a visit to Chicago.

Botsford & Barrett, of Detroit, have established a branch office here, in the Spitzer bldg., with private wire connections.

W. H. Haskell & Co. are building a 60,000-bu. concrete eltr. in connection with their mill, for storage. It is to be completed about Dec. 1 by the Macdonald Engineering Co.

The Northwestern Ohio Hay & Grain Dealers Ass'n held its "Corn Crop Conference" here Oct. 7. After visiting the Toledo Produce Exchange the members were the guests of the Toledo members, John Wickenhiser & Co., Southworth & Co., The Toledo Grain & Mlg. Co., The Raymond P. Lipe Co. and J. W. Long.

A 60,000-bu. corn storage eltr. is being erected for the W. H. Haskell Co., to be operated in connection with its mill. It will be of reinforced concrete without a bit of wood used in its construction and thoroly fireproof. Four tanks have 11,000 bus. capacity each, 3 side bins of 2,100 bus. each and a center bin will hold 6,500 bus. It will be completed about Dec. 15.

The car demurrage bureau, which for the last 20 years has cared for the business of 19 railroads, will be dissolved Oct. 31, after which date each road will care for its own demurrage business. The exclusive power of the Interstate Commerce Commission and the adoption of the uniform demurrage code are the causes of the change. A conference of railway officials will be held with a view to establishing a state demurrage bureau.

Grain receipts at Toledo during the month of September were as follows: 435,500 bus. of wheat, 259,900 of corn, 360,000 of oats and 10,500 of rye; compared with 671,000 bus. of wheat, 277,600 of corn, 620,000 of oats and 49,000 of rye during September, 1909. Shipments during September were: 124,900 bus. of wheat, 53,900 of corn, 530,800 of oats and 4,300 of rye; compared with 149,700 bus. of wheat, 71,300 of corn, 734,700 of oats and 26,700 bus. of rye during September, 1909.—A. Gassaway, sec'y. Produce Exchange.

OKLAHOMA.

Hopeton, Okla.—The eltrs. of Randels & Grubb and the Farmers Eltr. Co. will be repaired during the coming season.—G. S. Percival, agt. Randels & Grubb.

Isabella, Okla.—The Oklahoma Elevators eltr. is under lease to J. E. Jarvis.

Oklahoma City, Okla.—The Capital Grain & Eltr. Co. has brot suit against the Rock Island railroad company for \$400 damages alleging delay in shipments of corn to Memphis and New Orleans.

Kaw City, Okla.—The Supreme Court of Oklahoma has reversed the decision of the Kay County Court in the suit by John H. Collins against the Kaw City Mill & Eltr. Co., growing out of the sale of the mill at Kaw City and eltr. at Burbank to W. T. Conklin. K. T. Hotchkiss and J. W. DeCou, principal stockholders in the company agreed to pay its debts and gave notes therefor, of which Hotchkiss paid half, but DeCou failing to pay his half this suit was brot. The lower court decided in favor of defendants, but the supreme court decided in favor of Collins, to whom the notes had been transferred.

Guthrie, Okla.—The state board of agriculture has begun the distribution of 1,000 bus. of hard turkey red wheat which was purchased recently at Medicine Lodge, Kan., and which is of the same kind and quality as the 50,000 bus. of seed the Rock Island has purchased for Oklahoma wheat farmers. This is the first move of the board in the campaign for the cultivation of better quality wheat within the state. Oklahoma farmers can buy this seed at \$1.50 freight prepaid. Pres. Conners of the state board has shipped 100 bus. to the McAlester penitentiary and will plant 100 acres of the penitentiary farms in it. With a good yield it is thot that this will grow enough to make the penitentiary a distributing point itself next year.

OREGON.

Springfield, Ore.—E. E. Stickney & Son have succeeded to the hay and grain business of Dillard & Gaston.

Clatskanie, Ore.—The hay and grain business of A. R. Miller & Co. has been acquired by A. R. Miller, who will continue it alone.

Portland, Ore.—Grainhandlers have returned to work for three of the big grain exporting firms—the Pacific Coast Eltr. Co., the Campbell-Sanford-Henley Co. and Frank Thorne of the Irving Dock at the new scale of wages demanded by them which provides for 40c an hour and 60c an hour overtime. A special meeting of the board of trustees of the Chamber of Commerce was held at which T. H. Wilcox, a prominent grain exporter and miller surprised his hearers with the statement that 40c per hour was not too much to pay grainhandlers. Mr. Wilcox further said that the cry of wheat shipments being diverted to Tacoma or any other port by reason of a 5-cent advance an hour in the grainhandlers' wages was without foundation since the difference would only amount to 1-5 of a cent on a bushel of wheat, an amount that he considered altogether inconsequential. The stand taken by Mr. Wilcox practically settles the strike in favor of the grainhandlers.

PENNSYLVANIA.

Railroad, Pa.—Edward Zimmerman is building a mill on the N. C. R. R. and will also deal in grain and feed.—John H. Keeny, Freeland, Md.

PHILADELPHIA LETTER.

C. B. Horner, for many years engaged in the grain and feed business here, is dead.

Columbus Day, Oct. 12, being a legal holiday throughout Pennsylvania, there may be a half holiday closing of the Grain exchange.

Receipts for September were: Wheat, 737,210 bus.; corn, 219,499 bus.; oats, 510,542 bus.; against September, 1909: Wheat, 402,190 bus.; corn, 129,451 bus.; oats, 661,415 bus. Exports for September were: Wheat, 593,671 bus.; corn, 25,570 bus., and for September, 1909: Wheat, 319,872 bus. Seventeen steamers carried shipments to twelve foreign ports. For the past 9 months the receipts of wheat increased 1,791,173 bus. over the same time the year previous, and oats increased 513,577 bus. Exports of wheat were 1,057,640 bus. greater.—S. R. E.

SOUTH DAKOTA.

Stickney, S. D.—The eltr. of the Hunting Eltr. Co. has been completed by the Younglove Const. Co.

Doland, S. D.—Salem Perry will have charge of the eltr. of Eagle Roller Mill Co. here for the coming year.

Meunio, S. Dak.—J. J. Decker will make extensive repairs on his eltr. this winter. The V. E. Forrest Co. has the contract.

Irene, S. D.—Extensive improvements have been made upon the eltr. of the Farmers Eltr. Co. here this fall.—Gunderson Bros. & Co.

Houghton, S. D.—The eltr. of the Houghton Farmers Eltr. has been finished and is now in operation. It has a capacity of 40,000 bus.

Vermilion, S. D.—Oscar Swenson, who has been buying grain for the Reedy Grain Co. at Centerville for a number of years, will come here to take charge of the business of The Farmers Eltr. Co., beginning his duties Oct. 20.

Freeman, S. D.—The Farmers Eltr. Co. is operating here now. D. H. Unruh is mgr. C. Frederick and the Haar Jundt Eltr. Co. have installed Fairbanks Automatic Scales. A number of buyers here were heavy losers on corn due to the sharp decline.—W. H. Borman.

Randolph, S. D.—The eltr. of the Gt. Western Eltr. Co. burned Sept. 28. F. A. Smith, buyer at the So. Dak. Farmers Eltr., discovered the fire, but too late to save anything. A loaded car on the sidetrack was burned together with 3,000 bus. of wheat and some barley and durum. Coal sheds adjoining the eltr. were also burned.

Freeman, S. D.—DeWald & Walters have let the contracts for a line of eltrs. on the new line between Blunt and Gettysburg to the V. E. Forrest Co. The eltrs. will be of 20,000 bus. capacity equipped with Otto Engines, dump scales, Avery Automatic Scales, man lifts, and one stand of 11x6 cups with rope drive and Gerber Distributors. They will be completed by Jan. 1.

Dell Rapids, S. D.—The state railroad commission has filed a complaint with the Interstate Commerce Commission claiming that freight rates from points within the state to Minneapolis, Duluth, Milwaukee, Chicago and Omaha on flax, millet, wheat, corn, rye, oats and barley are unreasonable and excessive as compared with North Dakota points that are an equal distance to those markets.

Crandall, S. D.—Stockholders of the new Farmers Eltr. Co. have elected C. W. Anderson pres., B. J. Bartell, vice-pres., and John Huber, sec'y-treas.

Tabor, S. D.—Work is being rushed upon the new 20,000-bus. eltr. for Glynn Bros. It will be of cribbed construction on a solid concrete foundation and basement and contains nine hoppers bins. The equipment consists of an 8-h. p. Engine, dump scale, Richardson Automatic Scale, man lift, one stand of 11x6 cups, with chain drive and a Hall Distributor. The V. E. Forrest Co. has the contract.

Ravinia, S. D.—Work has started on the eltr. of the Farmers Eltr. Co. and will be completed by Nov. 15. It will be of 30,000 bus. capacity and contain 15 hoppers bins. It will have two stands of 10x5½ cups with rope drive and Gerber Distributors. Other equipment consists of a 10-h. p. engine, dump scale, automatic scale, man lift and No. 9 clipper cleaner. The contract has been given to the V. E. Forrest Co.

SOUTHEAST.

Newnan, Ga.—The Manget-Brannon Co. will erect a grain warehouse here.

Jackson, Miss.—It is expected that at the next meeting of the state railroad commission, a milling in transit grain rate will be adopted. The railroads as well as the farmers want the rate and are doing all in their power to aid the commission to frame a just rate. This has become an important question in the state since corn and wheat are becoming established crops.

Birmingham, Ala.—The affiliation of the Birmingham Grain Exchange with the Chamber of Commerce has been formally completed. Pres. A. H. Ford of the Chamber of Commerce has appointed W. C. Agee, E. Wilkinson, W. N. Cosby, Wade Wood and Bert Brown as one of the regular standing committees of the Chamber of Commerce and the Grain Exchange will be one of the subsidiary organizations of the Chamber.

TENNESSEE.

Chattanooga, Tenn.—We have established a grain department, of which I will have charge.—John H. Norton of Carothers & Norton.

MEMPHIS LETTER.

The eltr. occupied by the Roberts & Hamner Grain Co. and E. C. Buchanan & Co. was burned on the night of Oct. 4. Loss, \$70,000, partly insured. E. C. Buchanan & Co. owned the eltr., which is valued at \$35,000 and hay and grain stored in it valued at \$20,000. The loss of the Roberts & Hamner Grain Co. is estimated at \$15,000. Both firms are preparing to resume business.

The new firm of S. M. Bray & Co., organized to do a general grain receiving and shipping business opened its offices in the Exchange building Oct. 1. The company is made up of Memphis people headed by S. M. Bray, formerly manager of the Williams & Fitzhugh Grain Co., which firm has closed its branch office here. S. M. Bray & Co. will do a general receiving and shipping business.

The seed and grain warehouse of Otto Schwill & Co. is rapidly nearing completion and is expected to be ready for occupancy by Oct. 15. It is a four-story structure built of reinforced concrete and is built to carry very heavy floor loads. It is said that the new building

will carry 400 lbs. to the square inch. The house will have two stands of eltrs., an automatic scale and several automatic bagging machines. The grain and seed cleaning machinery will be of the most up-to-date kind. The offices will be located upon the second floor.

TEXAS.

Dallas, Tex.—The Dallas Grain & Mlg. Co. has suffered a loss by fire of \$2,500, fully insured.

Fort Worth, Tex.—The Lea Seed & Produce Co. has filed a petition in bankruptcy. Liabilities, \$5,600; assets, \$1,000.

Texas City, Tex.—The M., K. & T. R. Co. has purchased the terminal property, including the new grain eltr. just completed, of the Texas City Co., across the bay from Galveston.

Galveston, Tex.—No wheat or corn was shipped during September; against 1,181,440 bus. of wheat and 34,286 bus. of corn shipped during September, 1909. —C. Mc D. Robinson, chief inspector Galveston Board of Trade.

Fort Worth, Tex.—The arbitration committee of the Texas Grain Dealers Ass'n held a meeting here Sept. 29 at which they were confronted with an unusually heavy docket. The committee includes Bert K. Smith of Ft. Worth, A. B. Crouch of Temple and T. N. Sleeper of Waxahachie.

Ft. Worth, Tex.—The assets of the Medlin Mill Co. which went into bankruptcy this summer, have been bot for \$250,000 by D. T. Bomar and J. T. Pemberton, who in turn sold the mill to Edwin E. Bewley and W. T. Bomar. The mill, which has a capacity of 1,000 barrels of alfalfa feed per day and is one of the best in the state, will resume operation.

Fort Worth, Tex.—The report that Col. Hugh Dorsey had shipped a cargo of his wonderful Alfalfa feed to the Maternity Hospital of Nome, Alaska, is partially true, tho partially in error. The shipment was started, but met with an accident in the form of a collision with a passenger train which resulted in a wooden model of a cow being covered with the feed. The delayed passengers in their eagerness for something to eat found the horns of the cow, pulled her out and all were greatly refreshed by a glass of pure cream.

WASHINGTON.

Tacoma, Wash.—Balfour, Guthrie & Co. and Kerr, Gifford & Co. have announced an increase of 5c an hour for grainhandlers on the docks here. The men will receive 35c per hour instead of 30c.

WISCONSIN.

Lodi, Wis.—The Lodi Grain Co. has succeeded to the business of Isaac S. Caldwell.

Racine, Wis.—The D. F. Wigley Co., incorporated, capital \$60,000, to do a milling, feed and grain business.

Burkhardt, Wis.—We are rebuilding our railway track scale at our eltr.—Burkhardt Mlg. & Elec. Power Co.

Kenosha, Wis.—The malt house of the M. H. Petit Co. was burned recently suffering a loss of \$25,000. It will be rebuilt at once.

Fall Creek, Wis.—Farmers in this vicinity are planning to organize an eltr. company. They will either buy the eltr. of the W. W. Cargill Co. or build a new one.

Green Bay, Wis.—Wm. T. Ebeling, treas. and general mgr. of the John H. Ebeling Mlg. Co., died here Sept. 30, as the result of the accidental discharge of a revolver.

Madison, Wis.—The C. M. & St. P. road has been ordered by the state railroad commission to reduce the rates on barley between New Holstein, Chilton, Hilbert Junction, Keil, Elkhart, Waldo, Adell and Random Lake and Sheboygan from 9c and 13c to 6½c per cwt.

MILWAUKEE LETTER.

The building inspector has ordered that Paine Bros.' eltr., the first mixing eltr. in the city, be torn down. It was erected in 1870.

H. M. Stratton of the Donahue-Stratton Co., is confined to his bed suffering with an attack of typhoid fever. It is said that he is getting along nicely.

A silver vase, six inches high, has been presented to H. A. Plumb, sec'y of the Chamber of Commerce, by the Japanese commercial commission which visited this city a year ago. Both English and Japanese inscriptions are upon it.

On Sept. 14, F. J. Coughlin, for the past twelve years connected with Runkel & Dadmun, severed his connection with them and succeeds, as manager of the T. C. Coughlin Co., his brother who died recently. Mr. Coughlin, for the last seven years, had full charge of the Runkel & Dadmun corn and oats department; also, has at different times, sold barley and wheat and is fully competent.

Receipts of grain at Milwaukee during September were: 1,441,610 bus. of wheat, 816,990 of corn, 1,387,300 of oats, 1,576,100 of barley and 78,520 of rye, compared with 1,264,100 bus. of wheat, 732,200 of corn, 735,000 of oats, 2,323,800 of barley and 123,000 of rye in September, 1909. Shipments during the month amounted to 828,147 bus. of wheat, 674,080 of corn, 835,156 of oats, 398,601 of barley and 15,280 of rye, compared with 189,016 of wheat, 438,721 of corn, 235,670 of oats, 475,698 of barley and 26,000 of rye in September of 1909.—H. A. Plumb, sec'y Chamber of Commerce.

Several changes will be in effect after Oct. 10, in the charges made at the C. M. & St. P. eltrs. "A" and "Rialto." For transferring grain from car to car, for the purpose of obtaining official weight, or for transferring into foreign equipment, ½c per bu. will be charged, which includes 10 days of storage. Storage charges after that will be 1/15 of 1% per bu. for every day following. An additional charge of 1/8 of 1% per bu. for each running-over of grain and ¼ of 1% per bu. for cleaning or clipping will be charged. For sacking of grain ½c per bu. will be charged. Transferring bulk grain from cars into boats with privilege of 10 days of free storage in eltr. will be charged ½c per bushel.

E. J. Furlong, pres. of the Chamber of Commerce, S. G. Courteen and Alexander Berger recently conferred with a committee of the Chicago Board of Trade consisting of S. P. Arnot, Frank Bunch and Edward Andrew with regard to abrogation of the rule of the Chicago Board against members of the latter trading in Milwaukee as long as the Chamber of Commerce makes Chicago receipts a good delivery on Milwaukee contracts for future delivery. H. A. Plumb, sec'y of the Chamber of Commerce writes, "No proceeding has been instituted and no complaint to the attorney general of the United States against the Chicago Board of Trade has been made by the

Milwaukee Chamber of Commerce." Thus it appears that the alleged complaint by the Chamber is not official, but is made by many individual members of the Chamber. The letter to the attorney general makes a vigorous protest against the rule of the Chicago Board, alleging it is a violation of the Sherman anti-trust act, that it has greatly injured the Milwaukee market, which has sent good business to Chicago without getting anything in return. The attorney general is requested to make an investigation "to enforce the repeal of this unjust and illegal rule, which is in violation of correct business principles."

Buenos Aires Future Market.

The annual report of the Mercado de Cereales a Termino de Buenos Aires, Argentina, recently issued, in Spanish, gives interesting information on the establishment of the grain futures market at Buenos Aires.

The Board increased its membership during the year from 234 to 400, and established telegraf service with the leading grain centers of Europe and America at a cost of about \$10,000 a year. Satisfactory arrangements have been made with the Bolsa. Registration was made on 13,305 grain contracts covering 1,978,000 tons of grain. The directors hope to provide warehouse accommodation with elevators, and a grain trade bank with a system of negotiable warrants. The report states that:

Great fluctuations have occurred in the market for flaxseed from \$11.25 to \$19.25, a difference of \$8 per 100 kilos, and for wheat from \$7.25 to \$9.80, or \$2.55 per 100 kilos. Besides this, the markets were closed for the whole week of the National Centenary, May 25, and following on a sharp decline in foreign countries during that period, a fall took place here on the resumption of business, amounting to nearly a dollar on wheat and 90c on flaxseed. In spite of all these circumstances, every member had fulfilled in due course his obligations towards the Ass'n.

Imports and Exports of Beans.

Beans and dried peas amounting to 472,646 bus. were imported during the seven months ended Aug. 1, compared with 2,615,402 bus. imported during the corresponding period of last year.

During the seven months ended Aug. 1, 1910, we exported 178,581 bus. of beans of domestic and 17,593 bus. of foreign origin; compared with 151,315 bus. of domestic and 18,841 bus. of foreign origin exported during the corresponding months in 1909, as reported by O. P. Austin, chief of the Bureau of Statistics.

Corn and oats are low, which is a good thing as there will be more used.—R. T. Hardy, Boston.

At a public hearing on Oct. 20 manufacturers and vendors of insecticides and fungicides will have an opportunity to present their views concerning the regulations that are to be promulgated for the enforcement of the new "insecticide law." The hearing will be held in the room assigned to the "food board" at the Bureau of Chemistry, Washington, D. C. The new law, approved April 26, 1910, is similar in form and substance to the Food and Drugs Act, and forbids the adulteration or misbranding of insecticides and fungicides that pass in interstate commerce. The chairman of the committee is Geo. P. McCabe.

Seeds

The J. C. Robinson Seed Co. of Waterloo, Neb., is remodeling its seed elevators.

Exports of clover seed from New York during the week ended Oct. 8, amounted to 916 bags; imports, 638 bags.

The Binding-Stevens Seed Co. has been formed at Muskogee, Okla., with \$75,000 capital stock, to succeed the Muskogee Seed Co.

Flaxseed receipts at St. Louis during September, according to Geo. H. Morgan, sec'y of the Merchants Exchange, were 18,400 bus. and shipments 14,830 bus.

October shorts should start seed in early to fill sales as there is always a delay of several days switching and inspecting at Toledo.—C. A. King & Co.

London, Eng.—The autumn sowing demand still drags on. Trifoliums, both early and late are higher in price, stocks nearly exhausted.—John Picard & Co.

October clover seed made its high quotation during September at \$10.30 on the Toledo market Sept. 13, and its lowest quotation on the last of the month at \$8.82½.

Flaxseed prices suffered a sensational drop during September. From the high point of \$2.81 at the close Sept. 9, Minneapolis cash seed declined to \$2.34 Sept. 30.

Flaxseed receipts at Milwaukee during September amounted to 8,400 bus. compared with 14,400 bus. received during September last year.—H. A. Plumb, sec'y Chamber of Commerce.

G. S. Mann, formerly with the Albert Dickinson Co., has started into business for himself as a seed broker with offices in the Postal Telegraf bldg. He will handle field seeds in car lots.

During September Peoria received 90,000 bus. of seeds and shipped 240,000; against 150,000 bus. received and 30,000 bus. shipped in September, 1909.—John H. Lofgren, sec'y Peoria Board of Trade.

Indianapolis, Ind., Oct. 7.—The clover seed crop in several counties is unusually large, but scarcity of clover hullers is occasioning delay in harvesting, and heavy rains the past week will curtail the crop.—F.

J. L. Albert, a farmer residing 3 miles southwest of Harding, Ill., recently shipped 10,000 bus. of shelled pop-corn to Chicago. Mr. Albert makes a specialty of pop corn, but this year has only 40 acres planted.

Clover seed is too high. Foreign seed is much lower and while it is not so good still it is good enough. The week ending Oct. 1 4035 bags were received at Toledo and during October 15,000 to 20,000 bags will be received.—W. E. Stone.

Cincinnati received during the month of September 1,779 bags of clover seed, 15,012 of timothy seed and 15,138 of other grass seeds; against 1,292 bags of clover seed, 14,362 of timothy seed and 23,735 of other grass seeds received during the corresponding month of 1909. Shipments during the month amounted to 2,285 bags of clover, 5,858 bags of timothy and 13,112 bags of other grass seeds; compared with 2,250 bags of clover, 5,730 bags of timothy and 16,244 bags of other grass seeds, as reported by C. B. Murray, supt. of the Chamber of Commerce.

Flaxseed totaling 2,000 bus. was received during September at Kansas City; compared with 37,000 received during the same month last year. Shipments during the month amounted to 8,000 bus. compared with none last year.—E. D. Bigelow, sec'y Board of Trade.

Receipts of flaxseed at Duluth during the month of September amounted to 386,687 bus.; compared with 673,855 bus. received in September, 1909. Shipments during September totaled 253,193 bus., against 380,148 bus. shipped in the corresponding month of 1909.—Chas. MacDonald, sec'y Board of Trade.

During September Baltimore received 2,799 bus. of clover seed and 24,525 of timothy and shipped 745 bus. of timothy seed; compared with 5,422 bus. of clover seed and 23,748 of timothy seed received and 606 bus. of clover seed shipped in Sept., 1909.—James B. Hessong, sec'y Baltimore Chamber of Commerce.

Chicago received during the week ending Oct. 8, 1,179,900 lbs. of timothy seed; 567,400 lbs. clover seed; 1,486,700 lbs. of other grass seeds; 57,500 bus. flaxseed; against 1,782,817 lbs. of timothy seed; 5,800 lbs. of clover seed; 1,514,900 lbs. of other grass seeds and 17,000 bus. of flaxseed during the corresponding week in 1909. Shipments for the week were 478,500 bus. of flaxseed; 76,000 lbs. of clover seed; 368,200 lbs. of other grass seeds and 6,300 bus. of flaxseed, against 1,160,155 lbs. of timothy seed; 14,700 lbs. of clover seed; 1,857,486 lbs. of other grass seeds and 17,604 bus. of flaxseed during the corresponding week of 1909.

October receipts of clover seed will decide the price. Toledo has a fair shortage on October. Local bulls are the principal longs. They are the stubborn kind and generally demand the delivery of the actual goods. They are chronic bulls and expect twelve-dollar seed, not from the local conditions but from the shortage in the crop. Recent rains have damaged the quality in some sections. A few sections report better yields than was expected a while ago, but the crop is very short. Old seed is scarce, prospect for next crop poor and all kinds of seed high. What price will attract seed freely from abroad? Some is en route. Foreigners and interior dealers are the principal shorts at Toledo.—C. A. King & Co.

Clover seed suffered a severe break. Seems as tho everybody long tried to get out at the same time. Just the opposite happened a few weeks back when the market advanced about 75c in one day. Bulk of seed now coming certainly is not the kind that can be made into contract seed, and if a large shortage should develop there may be trouble in filling contracts. The heavy receipts the past month proved too much of a burden for the bulls to carry at this time of year. In other words, it would cost considerable money to carry the seed until next spring when it will be needed for seeding purposes. This no doubt has caused many to part with their cash seed, as the prices the past month have been very attractive. The price at which N. E. G. is selling shows the vast difference between its quality and prime seed. No doubt many shippers paid relatively close to prime for it, but the wide difference now prevailing is justified on account of the bulk of it being very poor quality, and most dealers are afraid to hedge this kind with sales of futures.—J. F. Zahm & Co.

Each crop of grain in succession was killed by the crop expert, and clover seed was handled in the same way, but prices advanced too rapidly and when receipts continued at 600 to 700 bags a day, the bulls wondered where it all came from. In their desire to save what profits they had or save them from further loss, they sold freely. The \$12 bulls had the most for sale at \$9 or lower. While we believe there is much more reason for high prices on clover seed than on grain, we think prices are high enough for the present and liquidation may carry them some lower. Next Spring, when there is a demand for seed, it may be different, but seeding time is six months away.—Southworth & Co.

Receipts of clover seed at Toledo during the week ending Oct. 8, amounted to 3,785 bags, against 1,629 bags received during the corresponding week of last year. Receipts of clover seed at Toledo during September were, 11,590 bags, against 5,546 bags received in September of last year. The receipts of clover seed for the season up to Oct. 8, total 17,875 bags, against 10,669 bags received during the corresponding period of last year. Shipments of clover seed during the week ending Oct. 8, amounted to 528 bags. Shipments during the month of September amounted to 800 bags as against none shipped during the same month last year. Receipts of alsike during the week amounted to 224 bags, against 812 received in the corresponding week of last year. The total receipts of alsike this season amount to 5,274 bags as against 4,857 bags received during the corresponding period of last year.

Convictions for Violations of Canadian Seed Law.

During August eleven prosecutions were conducted for violations of the Seed Control Act in Ontario. Two retail firms were convicted and fined, while the others escaped fine under sub-section 2 of section 9, as it was proved that the seed was purchased in good faith from a wholesale firm in Canada. Fenton & Smith, Pembroke, were convicted and fined under section 7 for selling alsike seed containing 180 noxious weed seeds per ounce for No. 1 quality. The Pembroke Milling Co. were convicted and fined for offering wheat for seed which contained ten noxious weed seeds per pound without being labelled as required by section 6. Joseph Edgar, Sundridge, was convicted of selling seed oats containing ten noxious weed seeds per ounce in violation of section 6; this seed was obtained from A. B. Moysey & Co., Toronto. R. A. Lawson, Bracebridge, convicted of selling alsike seed containing 62 noxious weed seeds per 1,000; seed obtained from J. J. Trace, Elmvalle, Ont. Wm. Cusick, Merrickville, convicted of selling red clover seed containing nine noxious weed seeds per 1,000; seed obtained from Gilmour Bros., Brockville, Ont. John H. Smith, Port Colborne, convicted for selling alfalfa seed containing 57 ragweed seeds per ounce without being labelled as required by section 6; seed obtained from the Caledonia Milling Co., Caledonia, Ont. D. L. McKinnon, Sudbury, convicted of selling seed oats containing 21 noxious weed seeds per pound without being labelled as required by section 6; seed obtained from J. E. Hutton, Thornbury, Ont. E. Fortier, Sturgeon Falls, convicted of selling seed oats containing 45 noxious weed seeds

per pound without being labelled as required by section 6; seed obtained from Leitch Bros. Flour Mills, Ltd., Oak Lake, Manitoba, Christlaw Bros., Blind River, convicted of selling seed oats containing 10 noxious weed seeds per ounce without being labelled as required by section 6; seed obtained from the Parkinson Cereal Co., Thornbury, Ont. J. W. Hummel, Chesterville, convicted of selling red clover seed containing seven noxious weed seeds per 1,000; seed obtained from F. B. Stevens & Co., Chatham, Ont. E. Tourangeau, Curran, convicted of selling Mammoth red clover seed containing seven noxious weed seeds per 1,000; seed obtained from Jos. Ward & Co., Montreal.

Death of Arthur Stall.

Arthur G. Stall, who was in partnership with his father, R. S. Stall in the firm of R. S. Stall & Co., at Thornton, Ind., died a few weeks ago after a month's illness of typhoid fever.

An epidemic of typhoid at Thornton found its first victim in young Mr. Stall, and later his brother, Harold, succumbed to the dread disease, doubly bereaving the family.

Arthur was born at Thornton thirty years ago, attended the village schools and was graduated from the high school in 1900. After attending a business college at Chicago he started in the grain



Arthur G. Stall, Thorntown, Ind., Deceased.

business with his father. In 1905 he was married to Miss Nell Niven, who with a young son survives him. His portrait is reproduced in the engraving herewith.

During the year the Legislature of Manitoba enacted a measure for a system of government-owned elevators, and a commission was appointed to carry out the act, and already a large number of elevators have been bought and are being operated. It is too early yet to say whether the new system will meet all the requirements of its sanguine promoters and be managed without any loss to the general community. One thing, it marks a new epoch in the marketing of grain.—Geo. Fisher, retiring pres. of the Winnipeg Grain Exchange.

Hearing by the Railroad & Warehouse Commission on Cairo Inspection.

The Railroad & Warehouse Commission held a hearing on the 4th inst. in their offices at Springfield, Ill., which is of a rather exceptional interest to shippers.

The question which was before the Commission was, the right of the Cairo Board of Trade to inspect grain at that terminal.

The statutes of Illinois define Public Warehouses, and they divide them into three classes, A, B, and C.

Section 1, of Art. 13, of the Constitution declares that, "All elevators or storehouses where grain or other property is stored for a compensation are declared to be Public Warehouses."

Paragraph 2, of Sec. 135, "Such warehouses of Class A, shall embrace all warehouses, elevators and granaries in which grain is stored in bulk, and in which the grain of different owners is mixed together, such warehouses, elevators, or granaries being located in cities having not less than 100,000 inhabitants."

Public Warehouses of Class B, shall embrace all other warehouses, elevators or granaries in which grain is stored in bulk, and in which the grain of different owners is mixed together, in cities of less than 100,000 inhabitants.

Public Warehouses of Class C, "All others Warehouses or places where property of any kind is stored for consideration." The state law makes it the duty of the Governor to appoint a Chief Inspector for the entire State, who shall give a bond in the sum of \$50,000 and take an oath as in the case of other State Officers.

The Chief Grain Inspector shall, with the approval of the Railroad & Warehouse Commission, appoint such necessary Deputy Inspectors, who shall give a bond in the sum of \$5,000 and take a like oath of the Chief Inspector.

It is further provided that in all places where there is a legally appointed Inspector of grain, "No proprietor or manager of Public Warehouses of Class B, shall be permitted to receive any grain, and mix the same with the grain of other owners, until the same shall have been inspected and graded by such Inspector."

Paragraph 20, of Sec. 152 of the Act, provides, "Any person who shall assume to act as an Inspector of grain, who has not first been so appointed and sworn, shall be held to be an impostor, and shall be punished by a fine of not less than \$50, or more than \$100, for each and every attempt to so inspect grain."

The question of the right of the Boards of Trade to appoint inspectors of grain at Terminal Markets in the state of Illinois, has been under discussion for many years. Originally the Commission only had jurisdiction in Chicago, then East St. Louis, Decatur, Kankakee and Springfield petitioned for a deputy inspector to be appointed for their market.

There has been a widespread movement throughout all the grain trade for the past several years, looking to general uniformity in all the lines which appertain to the handling of grain.

Uniformity of grades, uniformity of weighing cars, and the trade in general has been benefited very largely by the adoption of a general method for conducting the business.

The Illinois Grain Dealers Asso., through its Committee, made a motion before the Railroad & Warehouse Com-

mission, asking by what authority the Cairo Board of Trade inspected grain and charged fees therefor.

Some time during the early summer a Chief Inspector was appointed for the Cairo terminal market, and a fee of 35 cents per car inspected, collected from the shipper.

Just why the Cairo Board of Trade, an organization for private profit, should assume to appoint a Chief Inspector to inspect the grain of the shippers of Illinois and other states, charging them for the services, when they had no choice in the matter of appointment, or of any of the rules under which the inspection was conducted, was the query by the Illinois shippers through their Asso. Committee, presented to the Railroad & Warehouse Commission last Tuesday.

There were present representing the Cairo Board of Trade; Mr. Bruce Magee; Mr. Antrum; Mr. Thistlewood; Mr. Harry Halliday; Mr. Hastings, and a number of other gentlemen.

The Illinois Grain Dealers were represented by President Geo. D. Montelioni of Piper City; ex-president, Mr. E. M. Wayne of Delavan; Treasurer, Mr. H. I. Baldwin of Decatur; Secretary, S. W. Strong of Urbana, and W. L. Shellabarger of Decatur.

The matter was gone into informally and exhaustively for three hours.

The idea of the statute from a plain reading, would be that the law intended the Railroad & Warehouse Commission to have jurisdiction of all inspection of grain in this state, which should be under the control of a Chief Grain Inspector. The state gave the Commission arbitrary jurisdiction of elevators of Class A, and provides that if elevators in Class B desire a deputy inspector to be appointed at their place of business, that they must secure a petition from the Board of Supervisors or Commissioners, where such elevators were located.

The conference was of an entirely friendly nature, and was simply a meeting for a friendly talk on a much mooted subject, for the purpose of determining what was right, and there was no other thought expressed than a desire and willingness to conduct the business in conformity with the statutes of Illinois, and the rules of the Railroad & Warehouse Commission.

At the close of the conference, the Commission announced that the matter would be taken under advisement, and when a decision was arrived at, a call would be issued for another meeting.

Spain has restored the old rate on corn, 2.25 pesetas per 100 kilos. As a peseta is 19.3c and a kilo 2.2046 lbs., the present duty is 43c and 4¼ mills on 220.46 lbs., replacing the much lower rate of ½p per kilo established by a decree of Nov. 25, 1908.

The Italian wheat crop for this year is officially placed at 158,000,000 bus. The figures for last year's crop have been revised with the yield placed at 186,600,000 bus. Broomhall believes that the basis of calculation has been altered, as last year the yield was officially placed at only 144,000,000 bus.

Experiments with iron sulphate have shown that 100 lbs. in 50 gallons of water will effectively destroy mustard in standing cereal crops. In the annual report of the Ontario Agri. College S. B. McCready states that field bindweed, sow thistles, Canada thistles and the plantains were not destroyed by the solution.

Supreme Court Decisions

Landlord's Lien.—Under Rem. & Bal. Code, § 1188, giving a landlord a lien on crops for the faithful performance of the lease, a landlord in a lease describing the land leased, and reserving a lump sum as rent, and providing that he should lease to the tenant a team of horses and work harness for the term of the lease, etc., is entitled to enforce a lien on the crops for the rental accruing from the entire property leased.—McLeod v. Russell, Supreme Court of Washington. 110 Pac. 626.

Carrier's Recovery of Value of Grain Delivered Without Cancellation of B/L.—Kirby's Dig. Sec. 530, provides that no property deposited for which Bs/L have been issued shall be delivered up by a carrier, except on surrender and cancellation of such Bs/L. Section 531 provides that any person violating the provisions of the act shall be deemed guilty of a crime, and upon conviction fined, not exceeding \$5,000, or imprisoned in the penitentiary not exceeding five years, or both, and also provides a liability in a civil action for all damages sustained by the owner of the B/L. Held, that it was not the legislative intent to impose upon a carrier delivering goods to a consignee without surrender or cancellation of the B/L, in addition to the fine and civil liability, the further penalty of being prohibited from collecting the value of the goods illegally delivered and converted to the consignee's own use.—In re T. H. Bunch Co., U. S. District Court, Arkansas. 180 Fed. 519.

Embezzlement by Elevator Treasurer and Bank Cashier.—In case the treasurer of an elevator company, also acting as cashier of a bank in which the elevator company has money on deposit, and authorized to draw checks in the name of the elevator company upon its bank account for the purpose of paying debts and obligations of the elevator company, misappropriates funds of the bank and for the purpose of covering up a shortage in the bank's funds until such time as he expects to be able to replace the same, draws checks of the elevator company payable to the bank and charges these checks against the elevator company on the books of the bank, without intention to transfer funds from one corporation to the other, but only for the purpose of temporarily concealing his defalcation, such checks create no liability in favor of the bank against the elevator company.—Emerado Farmers' Elevator Co. v. Farmers' Bank of Emerado, Supreme Court of North Dakota. 127 N. W. 522.

Furnishing Cars.—Storage rule No. 9, of the Railroad Commission of Georgia, adopted under authority of the act of 1905 (Acts 1905, p. 120), reads as follows: "Railroad companies are required to furnish cars promptly upon request therefor. When a shipper files with a railroad company written application for a car or cars, stating therein the character of freight to be shipped, and its destination, such railroad company shall furnish same within four days (Sundays and legal holidays excepted) from 7 o'clock a. m. of the day following the receipt of such application. For a violation of this rule the railroad company at fault shall, within thirty days after demand in writing is made therefor, pay to the shipper so offended the sum of one dollar per car per day, or fraction of a day, after expiration of free time, during which such violation continues." Held, that such rule applies where cars are intended to be used for interstate shipments, and also where it is intended that cars are to be used for the shipment of freight from a point in this state to a destination in another state.—Southern Ry. Co. v. Atlanta Sand & Supply Co. Supreme Court of Georgia. 68 S. E. 807.

Delivery to Bankrupt Without Surrender of B/L.—Kirby's Dig. Sec. 530, provides that no property transported by a carrier shall be delivered except on surrender and cancellation of the Bs/L. A carrier delivered grain without requiring surrender of such Bs/L, and the consignee deposited some of the bills as collateral security for loans, and some of them were held by the original vendors when the consignee became bankrupt. The carrier took assignments of the drafts secured by the Bs/L, and open accounts, and Bs/L owned by the original vendors, and procured the Bs/L. Held that, though the carrier had violated the statute, it could recover against the bankrupt's trustee on the assignments.—In re T. H. Bunch Co., U. S. District Court, Arkansas. 180 Fed. 519.

Duty to Furnish Cars.—Mere proof that there is a strike on a railroad is no defense to an action for failure to furnish cars on demand, since strikes may include only an insignificant number of employees or those engaged in some department in no substantial way interfering with the furnishing of cars or upon the happening of a strike, the company may without sufficient effort, fail to conduct its business, but if a strike is of such magnitude and character as to render the company unable, by the use of proper effort, to furnish cars on demand, it will be a good defense to a suit under Railroad Commission Storage Rule No. 9, prescribing a penalty for failure of a railroad company to furnish cars after written application therefor.—Southern Ry. Co. v. Atlanta Sand & Supply Co. Supreme Court of Georgia. 68 S. E. 807.

New Grades of Corn at Baltimore

The Baltimore Chamber of Commerce has adopted the following grades on corn to become effective Nov. 1:

White.—Shall be sound, dry, reasonably clean, and may contain a limited number of yellow and straw colored grains.

Mixed White.—Shall be sound, dry, reasonably clean, and shall embrace white corn that contains not more than 5 per cent of colored grains.

Steamer White.—Must not be under white in color, may be slightly damp or slightly musty, or both, or not well cleaned but must be cool.

No Established Grade White.—Shall embrace white corn slightly inferior in condition to steamer white corn, but must be cool.

Yellow.—Shall be sound, dry, reasonably clean, and may contain a limited number of red or white grains.

Steamer Yellow.—May be slightly damp or slightly musty, or both, or not well cleaned, but must be cool.

No Established Grade Yellow.—Shall embrace yellow corn slightly inferior in condition to steamer yellow corn, but must be cool.

Mixed.—Shall be sound, dry, and reasonably clean.

Steamer Mixed.—May be slightly damp, or slightly musty, or both, or not well cleaned, but must be cool.

No Established Grade Mixed.—Shall embrace corn slightly inferior in condition to steamer mixed corn, but must be cool.

Rejected.—Shall be damp, warm, or inferior to quality described as no established grade.

WHITE CORN.

No. 1 White Corn.—Shall be 99 per cent white, sweet and well matured.

No. 2 White Corn.—Shall be 98 per cent white and sweet.

No. 3 White Corn.—Shall be 98 per cent white and sweet.

No. 4 White Corn.—Shall be 98 per cent white; but shall include damp, damaged or musty corn.

YELLOW CORN.

No. 1 Yellow Corn.—Shall be 99 per cent yellow, sweet and well matured.

No. 2 Yellow Corn.—Shall be 95 per cent yellow and sweet.

No. 3 Yellow Corn.—Shall be 95 per cent yellow and sweet.

No. 4 Yellow Corn.—Shall be 95 per cent yellow; but shall include damp, damaged or musty corn.

MIXED CORN.

No. 1 Mixed Corn.—Shall be corn of various colors, sweet and well matured.

No. 2 Mixed Corn.—Shall be corn of various colors and sweet.

No. 3 Mixed Corn.—Shall be corn of various colors and sweet.

No. 4 Mixed Corn.—Shall be corn of various colors; but shall include damp, damaged or musty corn.

Feedstuffs

The excellent hay crop in New York will help the feed business, as the farmer will sell the hay and buy more feed.—Chapin & Co.

LOST.—One National Alfalfa Millers Ass'n. Was last heard from at a semi-annual meeting at Kansas City. Finder will please report to Grain Dealers Journal.

Misbranding of corn chop is charged in the decision by the federal board of food inspection against the McEwen Grain Co., of Kansas City, Mo. The tag stated a protein content of 12.90 per cent, while the analysis showed only 8.25 per cent.

Oat feed analyses are given by the Virginia Dept. of Agriculture in Bulletin No. 11 of the dairy and food division, showing the percentages of protein, fat and crude fiber in the by-products of the leading manufacturers of oatmeal. Comparisons of the feeding value of oat hulls and oat feed are made.

Adulteration of horse feed with oat hulls was charged against the International Sugar Feed Co., of Minneapolis, Minn., in a recent decision by the federal food inspection board. The feed contained oat hulls in an amount 15 per cent in excess of the hulls normally forming part of oats, the hulls having been mixed and packed with the product in place of oats so as to affect injuriously its quality.

The cheapness of oats compared with barley on this crop is expected to end the practice of mixing barley into oats and selling the mixture as "oats" or "white oats," which last year led to the seizure of many shipments to the southeastern states on the ground that the admixture of barley was an adulteration. It is significant that in the past few months no cases of confiscation of oats and barley mixtures by pure food officials have been reported.

Chemical analysis alone is not a certain guide to the value of feed. Its palatability and digestibility must be weighed as well as the percentage of protein, fat and crude fiber. Leaving out consideration of adulteration, it is admitted that crushed grain is more nutritious than the whole grain, both having the same chemical composition. The same difference extends thru the whole range of feeding-stuffs, depending upon their physical composition and condition.

HOW TO EQUIP FEED WAREHOUSE?

Grain Dealers Journal: Will readers of the Journal please give us information thru its columns as to what arrangements of storage space and machinery should be made to handle feed at lowest cost? It seems that it is impossible for our small mills to supply the trade and we are buying western feed and making shipments to other dealers. We are about to enlarge our storage room and equip it with the necessary machinery.—Horn & Smyser, Lakeville sta., Plimpton p. o., O.

Bean Jobbers Hold Convention.

The Michigan Bean Jobbers Ass'n held its 18th annual convention at Saginaw late last month with a large number of members in attendance.

Interest in the meeting was largely centered on the discussion of the question of allowing net weights on shipments of beans and making a charge for packages. Beans are, at present, sold gross weights with no charge made for the bags. A majority of the delegates seemed to favor the adoption of the new plan but it was decided to defer action until January when the mid-winter meeting will be held.

The program included addresses by Professor W. F. Raven of the Michigan Agricultural College, on "Beans in History," by W. J. Orr of Bay Port, on "Foreign Beans and Foreign Impressions," by K. P. Kimball of Detroit, on "Net Weights or Extra Charge for Bags," by Hon. E. L. Beach of Saginaw, on "Legal Thoughts on Compulsory Net Weights," by W. N. Isbell of Lansing, on "Uniform Grade Rules for Buying from Farmers," by R. R. Waterbury of Detroit, on "Prosperity of Farmer in Growing Beans," and by G. F. Allmondinger of Ann Arbor on "The Unfair Dealer—the Best Method of Reaching Him." Burdick Potter gave some "Bean Statistics."

A. R. Brandly represented the New York Produce Exchange and W. F. Bodie, of Chicago, the Wholesale Grocers Ass'n. Representatives of many other organizations were also present.

J. A. Heath, of Lenox, was elected pres.; K. R. Smith, Ionia, 1st vice-pres.; John Frutchey, Cass City, 2nd vice-pres. and W. N. Isbell, Lansing, treas. The following were elected directors: J. P.

Burroughs, Flint; Frank Nowlin, Albion; E. A. McGeorge, Cass City; D. Mansfield, Remus; John Murray, Carson City. The Arbitration Comite will consist of E. W. Burkhart of Fowlerville, F. J. Hyne of Brighton and K. R. Smith of Ionia. Those chosen to serve on the Comite on Statistics are K. Kimball of Detroit, Michael Hart of Saginaw and E. Chapel of Belding.

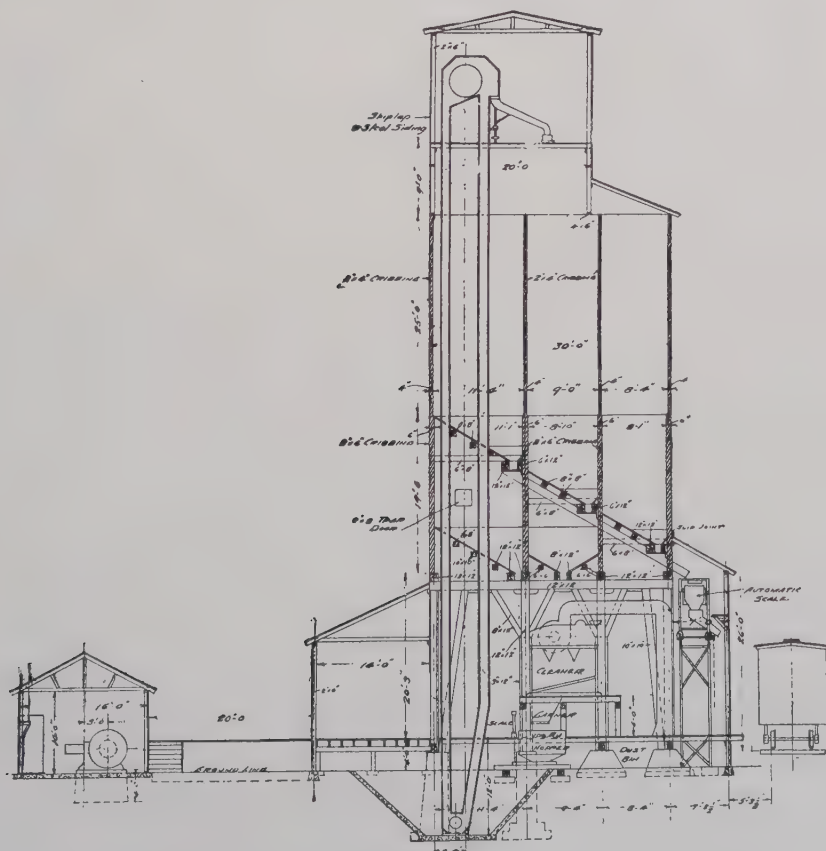
Manitoba Government Elevator.

In carrying out the provisions of the new law providing for public ownership of grain elevators in Manitoba the Manitoba Elevator Commission has found it necessary to build as well as purchase elevators.

Two standard plans for a country elevator have been adopted by the Commission, plan No. 1 having a capacity of 45,000 bus. in 31 bins and costing \$10,000; while plan No. 2 has a capacity of 25,000 bus. in 20 bins and costs about \$8,000 to erect.

Plan No. 1 is shown in the engraving herewith, in cross section. The equipment includes gasoline engine in detached power house, grain cleaner, 100-bu. hopper scale and automatic shipping scale, the foundations of each scale being independent of the elevator foundation.

The bins are of carload capacity and many of them can be emptied without re-elevating the grain. The walls are cribbed and covered with galvanized steel siding, unpainted. The government elevators have three times as many bins as those of the old line companies and cost about \$4,000 more to construct. On plan No. 1 the Commission is building two houses at Dufresne and Gilbert Plains, and 8 houses on plan No. 2, where there have been no elevators heretofore.



Cross Section of Manitoba Government Elevator.

RUBBER BELTING

The Gutta Percha & Rubber Mfg. Co.

Catalog

CHICAGO

Samples

Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.

67 Larned St.

Detroit, Mich.

The host of users of our

Special Grain Shovel Rope

and all other owners of Car Pullers would do well to use our Marline-Covered

CAR PULLING ROPE

It's a great thing.

DURABLE WIRE ROPE CO.

BOSTON

CHICAGO

26-30 Atlantic Ave.

105 N. Canal Street

The Jacob Schmahl Co.

26-30 Lloyd Street

Buffalo, N. Y.

We guarantee our GRAIN ELEVATOR SPOUTING to run to your entire satisfaction.

We also make TANKS, LEGS, BUCKETS and sheet steel work of all kinds

Kennedy Car Liners

ARE THE

**modern,
cheap,
sure way
of preventing
leakages in
transit.**

MADE BY

FRED W. KENNEDY

Shelbyville, Ind.

CLARK'S CAR REGISTER

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 in.

No. 40 contains spaces for 9,000 cars, \$1.50

No. 42 contains spaces for 17,000 cars, 2.50

GRAIN DEALERS JOURNAL

255 La Salle Street

Chicago

Grain Carriers

Navigation of the Great Lakes will close earlier this season, few boats moving after Nov. 30.

The annual convention of the National Ass'n of Railway Commissioners will be held at Washington, Nov. 15, in the rooms of the Interstate Commerce Commission.

A hearing on grain rates will be held at Sioux City, Ia., Oct. 11 by the Interstate Commerce Commission on the complaint by the Sioux City Terminal Elevator Co.

The transportation committee of the Chicago Board of Trade has indorsed the Stevens bill now before the senate which provides for validation of Bs/L issued by railroads and makes it a misdemeanor for any railroad to issue a B/L without the goods are actually in its possession.

Supervision and control of the issuance of railway stocks and bonds by the government will be considered by the special commission appointed by President Taft by authority of Congress. The commission will hold its first session at Washington, Nov. 28; and is composed of A. T. Hadley, F. Strauss, New York; Walter L. Fisher, F. N. Judson of St. Louis, Professor B. H. Meyer of Madison, Wis., and William E. S. Griswold of New York.

A reduction in the ex-lake grain rates east of Buffalo is requested by the Chicago Board of Trade in a petition recently filed with the Interstate Commerce Commission. It is contended that for many years prior to 1906 the rates from Buffalo eastward, whether on grain shipped to that point via water or rail, were on a parity. At the present time without a material change in the conditions of transportation, the charges on grain off the lakes are materially higher. By applying a much higher rate than is alleged to be just for the haul from Buffalo east, when the initial stage of the freight journey is by water, it is charged, the roads have effected a monopoly of the traffic, both by rail and by water. A reduction of the water rates is prevented by the monopoly. The interests of other lake ports are identical with those of Chicago in this matter.

A hearing on the reshipping practice at Nashville, Tenn., was held recently at Washington, D. C., before Interstate Commerce Commissioner Clements. Among those who testified were R. H. McClellan of Nashville, E. B. Stahlman, editor of the *Nashville Banner*, H. Hughes, E. M. Kelly, pres. of the Liberty Mills, Nashville, and John H. Bell, vice-pres. of the Nashville Grain Dealers Ass'n. It was shown that the practice of reshipping at Nashville was of very long standing; and that the reshipping privilege was granted by the railroads to hold the grain traffic that otherwise would go by the Cumberland River. The representatives of Nashville alleged that if the privilege were granted to Atlanta dealers, as requested by the complainants, A. P. Morgan and others, the concession would have to be granted to other points, and Atlanta would not be benefited. Briefs will be filed and final argument will be heard soon by the full commission.

Vessel room for 2,500,000 bus. of grain has recently been chartered at Chicago.

A hearing on the long and short haul clause was begun at Washington, Oct. 8 by the Interstate Commerce Commission.

Vice Pres. A. M. Ingersoll of the Chicago, Milwaukee & Puget Sound Ry. states that tracklaying will be pushed on its Washington branch lines to move the wheat crops of the Big Bend country this fall.

The protest by the receivers and shippers of western New England who met recently at Springfield, Mass., has been heeded by the Interstate Commerce Commission, in an order just issued suspending the objectionable demurrage rules until Nov. 1, and providing for a hearing not later than Oct. 18, to determine the reasonableness of these rules, which cut down the free time to 48 hours.

Millers and other shippers in Central Freight Ass'n territory have formed an organization headed by H. M. Allen of Troy, O., to gather all information as to milling in transit practices. It is desired that the transit charges be made on the basis of inbound weight of grain at 60,000 lbs. per car instead of 40,000 lbs. minimum as in the proposed rules; and that the term be lengthened from 6 months to one year.

A solution of the milling in transit problem is said to have been found at a recent meeting of shippers and carriers at Louisville, Ky. The proposed rules provide that the identity of a shipment must be maintained at all times. A description of the raw material and finished product will be filed and if a disparity is discovered the shipper will be penalized. The shippers and railway officials practically agreed on the new rules and a few details remain to be perfected before putting the tariff into effect.

At the conference of shippers and representatives of commercial assns called by Governor Stubbs at Topeka, Kan., Sept. 22, resolutions were adopted favoring physical valuation of railroads and the establishment of rates of freight that will pay only a reasonable return on the capital actually invested. A committee was appointed to carry the resolutions to Washington; and a committee composed of Governor Stubbs of Kansas, Governor Shafroth of Colorado, Governor Hadley of Missouri, L. E. Cruce of Oklahoma, John M. Glenn of Illinois, H. C. Wallace of Iowa and Murdo MacKenzie of Colorado was appointed to carry on the work of the new organization then formed under the name "Traffic Federation of the Middle West."

The railway rate hearing at Chicago was adjourned Sept. 29 by Commissioner Clark without setting a date for its resumption. The statistical arguments offered by the carriers made up in volume what they lacked in merit. The Chicago, Burlington & Quincy demanded dividends on the cost of reproducing the property, whether created by earnings or natural increment. The Northwestern desires to increase its large surplus to provide for future calamity, says Vice-Pres. Gardner. The representatives of the C. M. & St. P. stated that additional revenue was needed to provide for the increasing volume of business, and that the expense per train mile in 1910 compared with 1901 had increased 36.8 per cent more than the revenue per train mile.

Congressman Townsend has been nominated as senator from Michigan, and his election, which is probable, will aid the cause of railway regulation.

The advances in the rates on flaxseed products from St. Paul, Minneapolis and Missouri River points to Duluth, will be investigated Oct. 13 in a hearing at St. Paul by the Interstate Commerce Commission.

On Oct. 7 the Interstate Commerce Commission made an order suspending 500 tariffs of interstate carriers that would have become effective Oct. 10, until Feb. 11, on the ground that the advanced rates are probably unlawful and unreasonable.

The Electric Malting Co., of Minneapolis, has filed complaint with the Interstate Commerce Commission against the practice of charging a higher rate for the transportation of malt than of barley. The defendants are the C. M. & St. P. and the Pere Marquette roads.

U. S. Army engineers have recently submitted a report to the waterways commission favoring the 9-ft. waterway from Lake Michigan to the Mississippi; and condemning the proposed 14-ft. ship canal. The cost of a 9-ft. channel in the Desplaines and Illinois Rivers is estimated at less than \$20,000,000.

The Chicago Board of Trade has petitioned the Interstate Commerce Commission to suspend the effective date of the milling in transit rules promulgated by the railroads, and to prescribe in place thereof such modified rules as will be just and reasonable. Among the objections to the proposed rules are the cutting down of the transit time to 6 months, or 30 days in case a rate is advanced, when 9 months time is needed; and the imposition of a charge of 10 cents a car for recording all grain, when only a fraction of the receipts may come under the transit rule, the useless expense at Chicago alone being about \$30,000 a year. W. H. Hopkins, manager of the Board of Trade's transportation department says: "In Chicago it is entirely feasible to eliminate the use of the transit to a very large extent and objection is made to paying this penalty for failure of the carrier to reform its rules."

The differentials Baltimore has always enjoyed over the ports of New York, Boston and Philadelphia is of vital importance to its grain trade. Whether these differentials will be permanently authorized will likely be decided by the Interstate Commerce Commission this fall and thus will end the rate war between the cities of the North Atlantic seaboard, with Boston as the aggressor. The matter has been under investigation during the summer by a committee from the Baltimore Chamber of Commerce, with Robert Ramsay chairman, and now that that body has appointed a traffic manager, the work has been turned over to that official. Mr. Herbert Sheridan, who assumed charge of the traffic bureau Sept. 20, has been giving the freight rate differential careful study, and his expert railroad knowledge will supplement the legal phases which will be argued by Messrs. Arthur George Brown, of Baltimore, and John B. Daish, of Washington, D. C. Baltimore's right to the differentials is disputed, notwithstanding the fact that the condition has long existed without appreciable disadvantage to the other Atlantic ports.—C.

The rate advance hearing at Chicago will be resumed Oct. 25 by the Interstate Commerce Commission.

Increased freight rates recently filed by 40 western and southern roads have been suspended until Jan. 5 by the Interstate Commerce Commission.

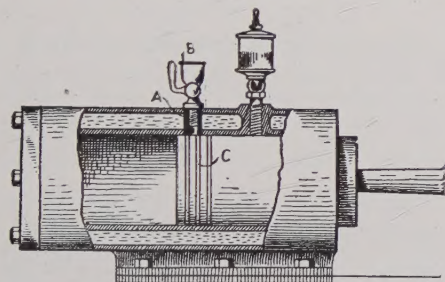
The Interstate Commerce Commission began a hearing to-day at Aberdeen, S. D., on the proposed advances in grain rates from points in North and South Dakota to St. Paul, Minn., and Chicago.

Construction of the connection of the Soo Road from Plummer to Moose Lake, Minn., has been completed and opens communication of the Soo and Canadian Pacific lines thru Bemidji and to the wheat fields of North Dakota and Manitoba.

Cure for Gummy Piston Rings in Gasoline Engines.

Operators of gasoline engines who are troubled by poor compression will often find the cause to be the gumming and sticking of the piston rings. A very good remedy for this trouble is illustrated by the accompanying engraving.

The piston was moved until it was at its position farthest from the cylinder head; then the hole A was laid off, al-



Cure for Gummy Piston Rings.

most directly over the rings C, drilled and tapped 1 inch in diameter (the pitch should be about 12 threads per inch); a brass plug was then threaded to fit tightly and screwed down to within 1/16 in. of inside of cylinder; a hole was drilled thru the brass plug into which was fitted a priming cup B with a 3/8-in. connecting pipe with the interior of the cylinder.

Filling this cup with kerosene and opening the valve to let the kerosene run in around the rings just before starting will prevent the gumming and sticking of the rings.

Exports of Buckwheat and Linseed Oil.

Buckwheat amounting to 63,906 bus. was exported during the seven months prior to Aug. 1, compared with 194,602 bus. exported during the corresponding months of 1909.

Linseed oil amounting to 98,127 gallons was exported during the first seven months of this year; against 138,580 gallons exported during the same period of last year, as reported by O. P. Austin, chief of the Bureau of Statistics.

American markets for wheat, corn and oats have declined so much faster than those of Europe during the past few weeks that quotations are nearly upon an export basis. With a slight farther adjustment of prices in the right direction there will develop a healthy export movement.

Supply Trade

CHICAGO CALLERS: E. G. Hodges, of Kaucher, Hodges & Co., Memphis, Tenn.

The Cyclone Blow Pipe Co. contemplates erecting a building and is preparing the plans.

The circular letter that starts out with a whine will get no better treatment than any other sort of a beggar.

Fred Friedline & Co. report plenty of work in hand and that they will continue to be busy until the first of the year.

The Avery Scale Co. has promoted its Chicago representative, W. F. Callear, to the management of the New York office.

The Moline Pump Co. will remove its plant, making gasoline engines and pumps, from Moline, Ill., to Ottumwa, Ia.

Geo. J. Noth of Chicago, representative of Barnard & Leas Mfg. Co., was married recently to Miss Mary McGuire of the same city.

The Brown Portable Elevator Co., of Portland, Ore., will establish a factory at Saginaw, Mich., for the manufacture of its portable sacked grain elevator.

When you find that one of your advertisements is arousing considerable enthusiasm among your friends for its "novelty" you better look it over carefully and see if it has the selling qualities.—*Mahin's Messenger.*

Russia is not too far away to be reached by the advertiser in the Grain Dealers Journal. The Mattoon Grain Conveyor Co. reports the shipment of one of its carloaders to A. Schensnovich at Novorossisk, the grain port of Russia.

For the convention of the National Gas & Gasoline Engine Trades Ass'n at Racine, Wis., Dec. 12 to 15 the local committee has arranged entertainment specially for the ladies. Reservations of space for exhibits are being received by O. C. Parker of Racine.

That selling through advertising has increased so steadily and so tremendously every year in competition with other selling methods, is proof beyond question that the advertising method has been the most effective, the most economical.—*Thos. Balmer.*

The Foos Gas Engine Co. has been awarded the contract to build six gas engines for the U. S. Government locks in the Ohio River. Four of the engines are of 100 h. p. The order for the six engines was given only after two experimental engines had perfectly satisfied the government's rigid tests.

A considerable increase in business is reported by the Richardson Scale Co., due to the improvement in the mechanism of its automatic grain scale for country elevators. R. Goodman has been appointed assistant to his brother, W. N. Goodman, manager of the Chicago branch office.

Geo. C. Christopher and A. C. Rynders have purchased the grain elevator business of the P. H. Pelkey Construction Co., Wichita, Kan. The latter has been with Mr. Pelkey 7 years, the past two years as assistant manager, while Mr. Christopher is the head of the Geo. C. Christopher Steel & Iron Works, making concrete machinery, stone machines and mixers. The new owners contemplate greatly increasing the business.

The ELLIS DRIER CO.

The Secret

of Capacity and Unequalled Quality of work accomplished by the Ellis Drier lies in the fact of the absolute evenness of its work. We believe those who have had experience in the drying and conditioning of grain appreciate what this fact means.

ELLIS DRIED IS NATURE'S NEAREST WAY

Postal Telegraph Building,
CHICAGO, U. S. A.

Patents Granted

Agitator for Grain Heaters.—No. 971,480. Frederick A. Wegner, Milwaukee, Wis., assignor to Herbert C. Graham. The combination with the heating tubes of a grain heater, of an integrally formed rod provided with a number of bends inclined so as to deflect the grain outwardly from the center of the tubes, and means for suspending the rods centrally in the tubes.

Tubular Guard for Dust Collectors.—No. 970,530. Philip C. Miller, Chicago, Ill. The combination in a dust collector with a central air escape, of a downwardly depending tubular guard, the walls of the upper portion of the guard being flared downwardly and outwardly, the lower portion of the guard being cylindrical with deflectors attached to break up the whirl of the air as it escapes thru the guard.

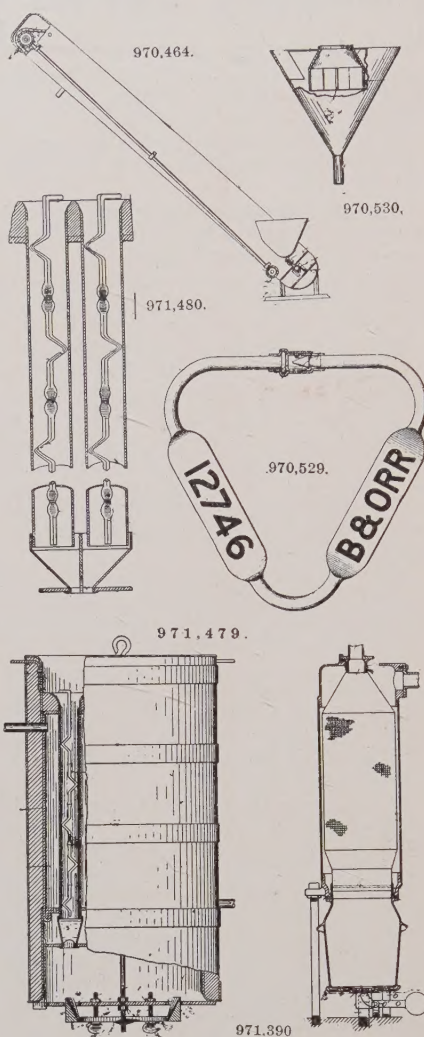
Dust Collector.—No. 971,390. Frank J. Matchette, Milwaukee, Wis. A casing having an opening in the lower part provided with an air and dust inlet and an air outlet with a flexible strainer bag suspended in the casing around the inlet and between it and the outlet and having an opening at its lower end with an elastic ring attached to the bag around the opening and fitting the casing and a removable closure fitted to the ring.

Car Door Seal.—No. 970,529. John J. A. Miller, Denver, Colo. A wire, bent to a suitable form, having a flange on one end and an annular shoulder on the other; a tubular housing secured upon the flanged end, having an annular abutment adjacent to its open end; a U-shaped resilient lock in the housing, having introverted locking flanges at its ends adapted to engage the annular shoulder on the opposite end of the wire, the lock being held within the housing by the annular abutment.

Regulator of Discharge of Grain Heater.—No. 971,479. Frederick A. Wegner, Milwaukee, Wis., assignor to Herbert C. Graham, Milwaukee, Wis. The combination of a bottom member provided with a number of apertures for the escape of grain, a number of stoppers having a vertical convex side conforming in shape to and adapted to bear against one side of the apertures and an opposite downwardly diverging side, the stoppers being adapted to close the apertures on one side when raised, also means for supporting the stoppers in the apertures.

Portable Grain Elevator.—No. 970,464. Welsey Azariah Caldwell, Bradford, Ill. A casing comprising side walls, a bottom wall and a top wall, being open at the lower corner of its upper end, a shaft journaled in the casing above the opening with sprocket gears fixed upon the shaft immediately inward of each side wall with idle sprocket gears mounted above, a shaft journaled in the lower end of the casing with sprocket gears fixed upon it immediately inward of each side wall of the casing, sprocket chains trained over the gears at each side of the casing, conveyer flights connecting the chains and a hopper opening thru one side wall of the conveyer casing and arranged to discharge material into

the casing between the upper and lower stretches of the chains and means for imparting rotative movement to the first-mentioned shaft.



New Orleans is making a bid for the World's Panama Exposition of 1915.

MILL OWNERS MUTUAL FIRE INSURANCE COMPANY DES MOINES, IOWA

The Oldest Millers Mutual
Fire Insurance Company in
America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

MILLERS' NATIONAL INSURANCE COMPANY

205 La Salle St., CHICAGO, ILL.

Chartered 1865

Insurance with a maximum of security at a minimum of cost for
ELEVATORS, WAREHOUSES and CONTENTS on the Mutual Plan.
Five Year Policies (or short term policies on grain, if required.)
Semi-Annual Assessments costing about one-half Stock Company rates.
NO conflagration hazard.

Gross Assets, \$5,288,714.00 Net Cash Surplus, \$930,166.99

Books Received

WORLD CORPORATION is the title of a book by King C. Gillette, showing the vast economies possible by conducting the world's work as large corporations are managed, the scientific grading of labor, according to the work done. Cloth, 240 pages; New England News Co., Boston, Mass. Price, \$1.

RICE CULTURE is a pamphlet of 30 pages by S. A. Knapp, covering all branches of the rice industry. It treats of the varieties of rice, production and importation, irrigation, preparing the ground, selecting seed, milling, by-products and marketing. Bulletin 417, U. S. Dept. of Agriculture, Washington, D. C.

INTRACELLULAR PANGENESIS is a scientific study of the transmission of hereditary characters, translated from the German, with a chapter on fertilization and hybridization, translated from the Dutch, of special interest to plant breeders. By Hugo de Vries, professor of botany, University of Amsterdam; translated by C. Stuart Gager, professor of botany, University of Missouri. Cloth, 270 pages, indexed. The Open Court Publishing Co., Chicago, Ill.

MONTHLY WAGES TABLES are in the form of three sheets for 28, 30 and 31-day months respectively, for use where wages are paid according to the actual number of days worked, instead of as formerly the 30-day month. The tables are printed on the strongest bond paper or on linen, and show the total amount payable for any number of days in a month at salaries ranging from \$10 to \$100 per month. Compiled by Frank E. Miller. Published by the Hotel Monthly, Chicago, Ill. Flexible leather cover, 3x8 ins., on paper, 50c; on linen, 75c.

Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice, during the seven months prior to Aug. 1, amounted to 137,754,573 lbs.; compared with 142,346,789 lbs. imported during the corresponding period last year.

Exports of rice, during the seven months, amounted to 5,911,633 lbs. and 3,813,728 lbs. of rice bran, meal and polish; against 1,181,221 lbs. of rice and 8,251,796 lbs. of rice bran, meal and polish during the seven months ended Aug. 1, 1909.

Of foreign rice, rice flour, meal and broken rice we re-exported during the seven months ended Aug. 1, 4,535,609 lbs.; compared with 4,108,382 lbs. re-exported during the corresponding months of last year, as reported by O. P. Austin, chief of the Bureau of Statistics.

ORGANIZED 1883

The Western Millers' Mutual Fire Insurance Company KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary.

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and contents.

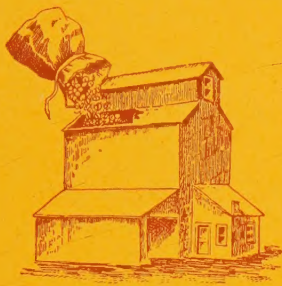
Any Weight of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents. Price, \$5.00.

GRAIN DEALERS JOURNAL

255 LA SALLE STREET

CHICAGO, ILLINOIS

Fire Insurance Companies



Your Money is deposited In Your Elevator

instead of in the bank. When filled with grain you need to protect it with our

Special Grain Policy

We will be glad to give you particulars concerning our regular policies and this Policy with Cancellation Privilege, making the lowest cost Short Term Grain Insurance.

**Write for the cost per month
per \$1000 insurance.**



INDIANAPOLIS, IND.

BRANCH OFFICES:

Sioux Falls, S. D.

Kansas City, Mo.

ORGANIZED SEPTEMBER 1897 GRAIN SHIPPERS' MUTUAL FIRE INSURANCE ASSOCIATION IDA GROVE, IOWA

Insurance in force	\$7,355,000.00
Losses paid to date	448,000.00
Saved to Policyholders over	250,000.00

No Premium Notes.

We write Fire, Lightning and Tornado Insurance for long or short term.
MEMBERS' LIABILITY LIMITED. F. D. BABCOCK, Sec.

ORGANIZED 1878

The Millers' Mutual Fire Insurance Association of Illinois ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and
Contents of same at cost.

Insurance in force - - \$13,920,249.80

Cash Surplus - - - - 329,927.51

GEORGE POSTEL, President

A. R. McKINNEY, Secretary

Address all Correspondence to the Company
at Alton, Ill.

GAS ENGINE BOOKS

Operators of Gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longenecker, M. D., Price \$1.00.
THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.
THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price, \$2.00.
GAS ENGINE TROUBLES AND REMEDIES, by Albert Stritmatter, Price, \$1.00.
PLAIN GAS ENGINE SENSE, by E. L. Osborne, Price, \$1.00.

For any of the above address, GRAIN DEALERS JOURNAL, 256 La Salle St., Chicago

Low Cost Prompt Service Entire Satisfaction

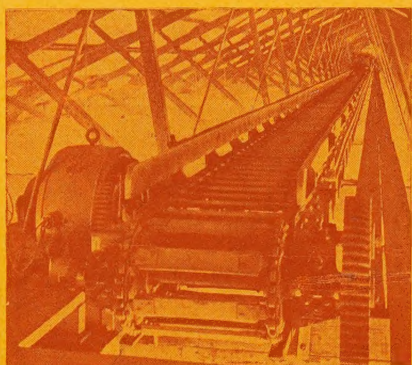
All Elevator Owners should send for Our Rates of Grain Insurance. Our Company combines Progressive Underwriting with Financial Conservatism.

Write or telegraph your order to—

MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY, LANSING, MICH.

A. D. BAKER, Secretary.

Grain Handling Equipments



Consult Us Before Purchasing Machinery for your

Grain Elevator or Flour Mill.

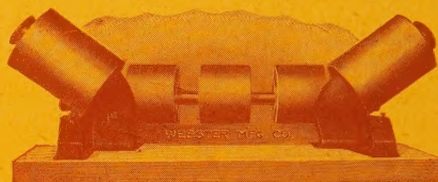
Send today for our literature "Kf," state your requirements and we will promptly submit plans and prices.

The Jeffrey Mfg. Co.

Columbus, - - - Ohio

Chicago Office: Fisher Building

Handle Grain "THE WEBSTER WAY"



Large numbers of Grain Elevators are equipped with our Machinery because it ranks high in efficiency and service. Long experience and wide reputation are back of it. Also the confidence and good will of a large patronage.

Belt Conveyors

Spiral Steel Conveyors

Power Grain Shovels

Friction Clutches

Elevator Buckets and Boots

Shafting, Pulleys, Link Belting

WEBSTER M'F'G CO.

2410-2432 West 15th Street

CHICAGO

New York Office: 88-90 Reade Street

Kansas City Representative: W. J. Murphy, 225 Exchange Bldg.

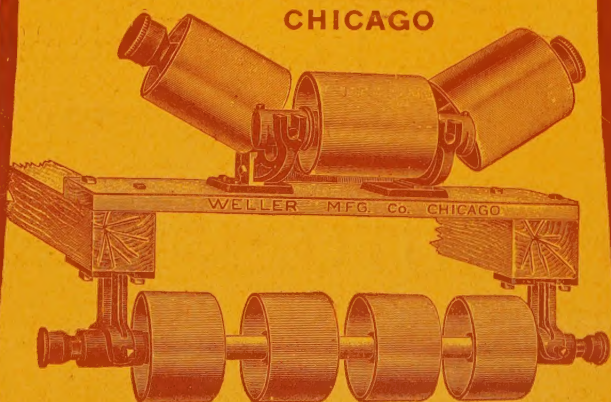
WELLER-MADE

Adjustable Troughing Carrier

These carriers are giving great satisfaction where used in connection with our belt conveyors, for handling all kinds of materials in elevators and flour mills. Send for 512-page catalog which describes other styles, together with the entire line of WELLER-MADE Elevating, Conveying and Power Transmission Machinery.

WELLER MFG. CO.

CHICAGO



The Day Dust Collector



Quality coupled with service rendered

is remembered long after the PRICE is forgotten.

The saving of H. P. over other collectors through the least resistance to fan as well as satisfactory results obtained, has put the DAY Collector where it belongs, at the very head of the list.

Hundreds of satisfied users throughout the country corroborate above statements.

Write us for prices when in need of a collector.

THE DAY COMPANY

1122 Yale Place

Minneapolis, Minn.